

Vol. III, No. 6

February, 1915

# *The* ROTARIAN



SAN ANTONIO NUMBER

A ROTARIAN is always looking for something with which to improve himself and his condition.

He is just as anxious to find the good things as the other fellow.

# San Antonio

## *Texas' Largest City*

offers to every Rotarian, and other seekers after opportunity, some openings which are beyond comparison.

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European plan. Rates, one person, room (detached bath) \$1.50; room (private bath) \$2.00 to \$3.50; for two persons, room (detached bath) \$2.50; room (private bath) \$3.50 to \$5.00; suites from \$5.00 to \$12.00 per day.

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## San Antonio



Under Sunny Southern Skies



**THE ST. ANTHONY** contains all of the latest features of modern hotel construction, equipment, furnishing and service. One of America's best built, equipped and furnished hotels

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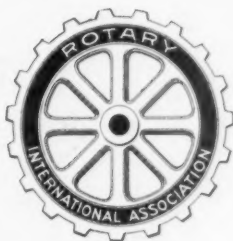
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## SAN ANTONIO NUMBER



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# The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. III

FEBRUARY, 1913

No. 6

## "The Best Place"

By J. R. Sprague

IF there is one thing more than another that works as a mainspring of human action, that thing is human vanity.

It may almost be said in fact that after a man has his barest necessities provided for, practically all his actions thereafter are the result of his desire to be admired by other people. This seems a pretty strong statement but it only needs a little reflection to prove its truth.

Most of us are after money, but what can money buy after it has provided us with good meals, comfortable raiment and home?

Why simply the accessories of life, which are calculated to inspire the admiration of our fellow men and women, possibly the women more particularly.

Why do you wear forty dollar suits of clothes instead of fifteen dollar suits?

So that you may make a good impression on people; so that they may admire you.

Why do you yearn to own a four thousand dollar six-cylinder car instead of a six hundred dollar four-cylinder one,

when either one will carry you faster than you dare to ride? So that your contemporaries may admire you as evidently a successful man and one of the leading

citizens of the community.

More than that I am going to prove to you that of all men, Rotarians have the greatest amount of vanity.

Here is the proof:

To be a Rotarian a man must be "proprietor, recognized manager or partner" in the business which he represents.

Now answer yourself this question.

How many times in the course of a year, after a day of worries or disappointments, have you gone home and told your wife that you wished you were a clerk or employee without the responsibilities of the business on your shoulders; that you could simply draw your salary for working so many hours per

day and go home at night with no thought of business until eight o'clock in the morning? You know you have said that a thousand times.

You also know that you wouldn't ac-



J. R. SPRAGUE  
(J. R. Sprague Jewelry Co.)



SOUTHERN PACIFIC (SUNSET) AND  
"KATY" DEPOT.

cept that easier life because to do so would mean in the eyes of the world that your business career had not been successful, that maybe you were not equal to a managerial job.

So you see it is a man's vanity that makes him eligible to be a Rotarian.

There is another sort of vanity—municipal vanity.

When you were a boy and lived in a Perryville or some other metropolis of twelve hundred souls, how you did despise anyone who lived in Wyoming Center, which really has less than a thousand, but which claimed to be larger than Perryville.

The year the Fireman's Tournament was held in Perryville and the Wyoming hook and ladder team won the gold plated trumpet, don't you remember the free fight that took place down in front of the Eagle Hotel just because one of the visiting firemen remarked that Wyoming had won the tournament and could win anything else it wanted from Perryville, by thunder.

But maybe your early lot was cast in

larger spheres than Perryville or Wyoming.

Possibly it was in Savannah that you got your first impression of civic vanity.

Everyone there knew that Savannah was the best city in Georgia, that its opera house was the oldest in the United States and that no other city anywhere had such an interesting cemetery; and as for Atlanta, of course, Atlanta showed a larger population in the last census, but who are most of them anyway but a lot of Yankees and other people who never were used to anything, and it certainly is a shame that people who have made every cent right here in Savannah should go to Atlanta to spend their money.

Perhaps though it is your fortune to live in a place larger than Perryville or Savannah or even Atlanta—one of the Big League towns.

Just slip into the bleachers in Navin Park some July Saturday when Detroit is playing Cleveland and you will see the big league brand of municipal vanity.

Why are the Cleveland players a bunch of rubes and the Cleveland management a crowd of crooks? Simply because Cleveland is advertising itself as the sixth city and claiming to be the metropolis of the middle West, when everybody knows Detroit has it beat forty blocks as a place to live in, besides manufacturing more automobiles than any other place in the world.

And so we may go on up the scale.

Supposing there was a European Big League Circuit. What kind of doings do you think there would be on the bleachers at a Sunday game when the Napoleons of Paris were fighting for first place with the Kaisers of Berlin?

Or suppose at the European Fireman's Tournament the brave laddies from

### **Perry says *The Rotarian* has seven thousand circulation and pulls business almost like the Saturday Evening Post All Right;**

I'll try him fifteen dollars worth.

As a department of my jewelry business I operate the finest plant in the South for engraving wedding invitations, visiting cards, monogram stationery, etc.

If interested in these things, let me send you samples.

If I make the price of this ad, I will know Perry is a truthful Rotarian.

**J. R. SPRAGUE, President**  
**THE J. R. SPRAGUE COMPANY**  
San Antonio, Texas

Vienna had just put it all over the Rome department in the contest which called for standing start, a run of 100 yards, attach hose to plug and get stream in fourth floor of Vatican.

Do you think in such a case it would be safe for one of the Vienna boys to light a cigarette, look around at the crowd and remark loudly that it never had been any trouble to beat a bunch of Dagoes anyway?

Yes, municipal vanity is the same in Perryville or Savannah or Rome or Tokio. To its own citizens every town is the best, and it is that spirit which makes individuals and cities and nations progress and grow great.

Looking at the matter from purely a scientific and unimpassioned standpoint, however, a very important thought occurs. With every hamlet, town and city in the world claiming to be the best place, where really and truly, without any joking is the best place?

Possibly you haven't suspected it, but the object of this article with its labored attempts at humor and its evident straining after fine writing, which is always the earmark of an amateur author, is to tell you what is really and truly without any joking the best place.

It is San Antonio.

If you don't believe it come and see for yourself.

We would like to have you as visitors, but we would rather have you as citizens.

If you are looking most for a pleasant place to live in, we have it.

A widely traveled man said recently that there were only five American cities



A SAN ANTONIO RESIDENCE STREET.

with distinct local atmosphere, and he mentioned San Antonio first.

A city with San Antonio's long and romantic history cannot fail to have charm. And any city which possesses in its history an episode of heroism and sacrifice like that of the Alamo's fall has ever present an ideal which cannot fail to impress itself on the character of its citizenship. You all know what Travis and his band of one hundred and sixty-eight men did.

For what they believed to be right and for the protection of defenceless settlers they laid down their lives with as much deliberateness and dignity as any of the Christian martyrs.

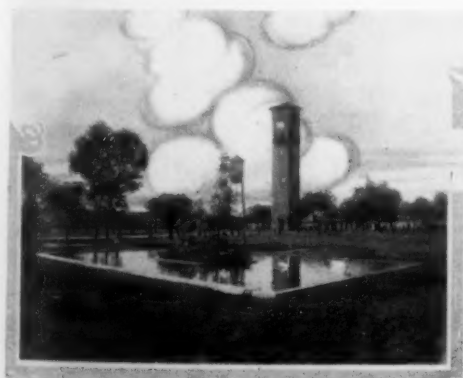
San Antonio for two centuries has been a military post under Spanish, Mexican and American rules and the great modern fortress of Fort Sam Houston still imparts a distinctly military atmosphere to the social charm of the city.

During the winter season San Antonio is particularly attractive with its great hotels thronged by northern visitors, its parks and plazas green in palms and ligustrums, the spacious lawns of the residential districts flaming with great clumps of scarlet poinsettias and always the bright sunlight streaming down from the bluest of skies.

To those who are seeking fortune as well as health or pleasure San Antonio offers tremendous possibilities. There is a territory, of which San Antonio is the center, and metropolis as large as the state of Ohio, and as rich in every natural resource; a territory which has just begun to be developed, in which towns are springing up and flourishing in magic fashion and the soil is making fortunes for its far-sighted owners.

There is no guess work here. The great Southwest is fast coming to its own and San Antonio, the focal point of this vast activity, is serenely progressing toward a great destiny.

Yes, we have found the Best Place.



QUADRANGLE  
AT FORT SAM HOUSTON.



## Street Views in San Antonio



Houston Street  
Alamo Street

Commerce Street  
View from Market House

## San Antonio and Its Atmosphere

By J. F. Carter

"O H yes," says the Rotarian from New York or Boston or Chicago, "you live 'way off in San Antonio. Quite a town, I've heard. Cowboys and gamblers and Texas rangers and Mexicans and—er—all that sort of thing. Isn't it quite dangerous down there right on the Mexican border with revolutions and all? By-the-way, the population is ten thousand or more, isn't it?"

Passing the first phrase with the simple but earnest comment that San Antonio isn't any farther away from any given point than that point is from San Antonio, we come to the rest of the popular northern and eastern idea of San Antonio. Beginning at the end, let it be said that the all-the-year-'round population of San Antonio is about 115,000, which increases to between 135,000 and 150,000 during January, February, March and April—the tourist season. And, this point being settled, let it be further said that although on a map of the United States San Antonio looks to be quite near the Mexican border, the danger of being hit by stray revolutionary bullets is hardly as great as was the peril in Chicago during the battle of Gettysburg. The nearest engagement during the Madero revolution was six hundred miles away. They call San Antonio Southwest Texas, but El Paso is twenty-four hours farther west by the fastest express train. Texas, you will observe, is some state, in area.

Yet San Antonio may truthfully be called "the last frontier." Where stand today towering skyscrapers, beautiful hotels and magnificent buildings, but a few years ago the cowboy rode recklessly in from the range to find fun, excitement, and sometimes a sudden and untimely end. There isn't a gambling house in San Antonio today—at least, outside the huddling 'dobe buildings of the Mexican

quarter—yet only 8 or 10 years ago every saloon boasted its wide-open back room where a gentleman could find any game he wanted, with the sky for the limit if he were insistent. You can't get a drink on Sunday in San Antonio for love or money, not even if a hotel guest—Boston, with its semi-colon law, is a hot-bed of Sabbath intemperance compared to it—and yet it is only a short time since liquor was as common a characteristic of the town as blood, if not quite as cheap.

Yes, the woolly days are gone. But do not think from this virtuous recital that San Antonio has had a chance to outgrow her local color. The city grew up quickly. She gained more than one hundred per cent in population in the last ten years, and thousands of per cent

in polish and metropolitanism. She did not, however, lose the picturesque.

The cowboy of a generation ago, when he survived, became the millionaire ranchman of to-day, who has his city home in San Antonio. The "bad man" did one of

three things—died, became an officer of the law and changed his sobriquet to "gun man," or reformed and, changing as the times changed, became an entirely ornamental citizen.

Some of the old-timers have gone, but many are left—quiet-mannered, well behaved citizens who wear very big hats, fluted shirts, black string neckties (or diamond shirt studs in lieu of them) and long black frock coats. You can see them on the street in San Antonio. And the cowboy rides in, too, with picturesque saddle, bridle and lariat. Every day you can see him, as reckless and carefree as ever, if shorter haired, but instead of seeking to woo fortune at the Silver King as of yore, he hitches his pony along the Alamo Plaza, meets his girl and takes her to a picture show.



ON MAIN PLAZA IN SAN ANTONIO.



SAN ANTONIO RIVER AND SAN PEDRO PARK.

The Mexican color still remains in part. There are upwards of thirty thousand Mexicans in San Antonio. One sees them everywhere—swarthy, picturesque, inenergetic. They drive your carriages and do your laboring tasks. They stand on the street corners with baskets of dubious sweets and urge you in smiling softness to buy their dulces. They squat on their heels, their backs against a modern skyscraper, to roll a cigarette and implore you to give but a centavo to the poor for the blessings of all the saints. And—leaving the peon class—they also furnish to San Antonio good bankers, manufacturers, progressive merchants and solid citizens.

A city of sunshine and flowers is San Antonio, and of strange and ever-interesting contrasts. Roses and chrysanthemums bloom in the plazas side by side throughout the winter, and except for the rare "Texas norther" the air has the balminess of a Northern springtime. With the mercury at seventy, Northern tourists shed their waistcoats; when it drops to fifty-five the Mexican population dons ear-laps.

Side by side are the tall granite buildings of today and the one-story shacks of yesterday's frontier. The million dollar hotels look down on the adobe houses of two generations ago. Along the streets roll the automobiles of the well-to-do—there are three thousand motor cars in San Antonio—beside the galloping mules of a Mexican driver who whistles shrilly

to crossing pedestrians, as is the custom of his land.

Women wearing Paris gowns and hats walk unconsciously side by side with hombres in sombreros and the ever-present negro in tatters. At the street corners stand policemen, queer-looking to Eastern eyes with their unbuttoned blouses and frequent cigarettes, but mightily efficient. For the unbuttoned blouse means a ready firearm, and in a place where it is dangerous to violate law and order the rules of good conduct are seldom violated. By the same token, it is doubtful if another large city in the country displays so little drunkenness on the streets. In a land where trouble may be had for the seeking, men avoid the quest.

The ancient Spanish missions, the old Cathedral with its Moorish dome, the historic Alamo—they are all things to see; a visit to Texas without seeing them is like seeing New York without Broadway, Boston without Lexington, Colorado without the Garden of the Gods.

It is a criticism of American cities that each is like all the others, excepting a very few. Not more than five differ from all, possessing that intangible thing which we call "atmosphere." They are Boston, Charleston, San Francisco, New Orleans—and San Antonio.

"Atmosphere" is the thing for which we are searching—some seeking one kind and others another, and, for this reason, and because San Antonio's atmosphere is of several varieties, we would here present them.

To the tourist San Antonio presents itself with an atmosphere of the semitropical—a Mexican coloring, because the city is close to the border, palms of every kind in the yards and on the boulevards, a climate that is equable and pleasant, where one may enjoy golf the year around, six days per week (unless his conscience and his love of the game demand a seventh), polo at all divisions of the calendar, and fishing, aye, fishing such as the gods on Mount Olympus might have enjoyed had they known anything about reels and hooks and all that sort of thing, don't you know. The winter climate is about the same as the early fall of Illinois or May and June in Minnesota. The rainfall is evenly distributed, but is never those torrential downpours which come to the city closer to the Gulf in the "rain-

belt." The most excellent roads stretch invitingly away into the foothills of the Guadalupe, whither the motorist may go, driving all day through lesser-sized mountains, crossing streams, and hurrying through thickets of mountain cedar. Hundreds of miles of good highway reach out from San Antonio, the most notable being the San Antonio-Denver road, but recently completed, connecting the summer resort of the country with its winter resort.

For the jobber there is an atmosphere of trade. The territory about San Antonio belongs to this city without fear of competition for those lines which are represented. Drawing a circle of one hundred miles about San Antonio—that territory most certainly belongs to the city's jobbers. Shooting a tangent westward from the north side of the circle and shooting another tangent southward from the east side of the circle—shows all southwest Texas as San Antonio's. Look on the map. And, not to be forgotten and not to be sneezed at, there is Mexico lying to the south of the Rio Grande. That territory is today, and has been, buying goods from eastern cities because the jobbers in this territory have too much to take care of in Texas. Mexico buys from Germany, England, France and Italy, when it would prefer to buy from the United States—but business men in the North think the country is too far away, and there is a crying need for more and larger jobbers in San Antonio to reach out for that trade.

For the manufacturer there is an atmosphere—one of raw materials, low-cost power, good water and market, together with transportation facilities for reaching that market. It were not well to burden one with words on this subject—the specific data can be gathered from the Chamber of Commerce on every line of manufacture. It is understood by all good townsmen that no town desires to attract any who will not succeed. No factory manager should be inveigled into locating in a town unless the conditions surrounding that town are such as to promise success to average good management. There are some classes of manufacture which will not succeed in San Antonio—but there is a large class which will, and this is where the "atmosphere" comes in.

Rotarians, and those who would be Rotarians if some other fellow had not

beaten them to it, are needed in this southwest country. They are builders, and builders are necessary. This brings us to the remaining "atmosphere."

The atmosphere of speculation—here in southwest Texas, on the borderline of the old frontier, where the cattleman and the cowboy drew cards and gambled in their spare hours, there is yet the spirit of the gambler, or, as we might express it in more polite terms, the atmosphere and spirit of the speculator. Little is gained without taking a chance, and in this great southwest country there is opportunity wide open to the fellow who wishes to take a chance. In San Antonio, for instance, the business men this year have raised a total of \$413,000 as bonuses to 3 different railroads, even though San Antonio now has four trunk lines with several branches. But San Antonio "atmosphere" is that of taking a chance, of betting on judgment, and San Antonio went after more railroads. This is the spirit which prevails. If anything is worth having, go after it and get it.

This is the spirit of Rotary to a great extent—going after what we need.

There is a hearty welcome awaiting everyone in San Antonio, and every opportunity is open to all. The atmosphere of chance comes first—take it, and the other atmospheres will at once appear.



AT THE HOT WELLS HOTEL.



## ***Take That Seat Across the Table***

I want to tell you the most interesting story in the world aside from a story of love.

My story concerns the making of money.

All wealth comes primarily from the soil and it has for years been my business to make the soil pay dividends.

I am a farmer, a scientific experienced farmer, who understands the necessities of the Texas soil and climate. My business dealings have always been on the Golden Rule basis which, simplified, is the Rotary basis.

After many years of careful investigation, I feel safe in saying that I can invest money in farm land for non-residents and make money for the owners of the land, give them a steady income from their investment and show a handsome profit in increased values. I do this for individuals and for syndicates. This plan appeals particularly to College Professors, lawyers, doctors, and all professional and business men—such men as realize the earning power of land properly bought and intelligently cultivated.

My lands lie along the line of a new railroad, in one of the richest sections of Texas and can be bought now at remarkably low prices. I clear and cultivate these lands for you and pay you your profits from every crop. My ability to do this and my guarantee that it will be done safeguard you perfectly. Risk is absolutely eliminated.

Those who participate and follow my advice realize over 20% and more annually on their investment with security as good as a government bond. All my promises are backed by ample financial guarantee.

If your business will not permit you to give the time necessary to the development of rich and fertile lands in the San Antonio country my plan makes it possible for you to invest safely in a country with a future.

I want to hear from and talk to real estate men, brokers, capitalists and men with money and intelligence who would be interested in a proposition that can be made to earn 50% annually.

I give what I desire to receive—A SQUARE DEAL.

***H. G. HILL***

***Farms and Ranches***

***Gunter Building***

***Member Rotary Club of San Antonio***



## Our Rotary Club

By H. J. Hayes

President Rotary Club of San Antonio

THE word "Rotary" meant nothing to me less than a year ago. It shames me just a little to confess that I had never heard of a "Rotary club." Some time in February, 1912, it was brought to my attention by a live young fellow by the name of Sullivan, a salesman for the Underwood Typewriter Company. This Irishman hailed from Duluth. A meeting was called one evening at the Chamber of Commerce auditorium. The proposition was discussed, but not a single fellow knew just the purpose of a Rotary club. Most of us had the idea that its sole purpose was to throw business to the members of the club. A committee was appointed to correspond with the secretaries of various clubs and also with the secretary of the International Association. Some of the clubs were written and the data obtained, but the matter was dropped right there.

About six weeks later this same young Irishman, L. P. Sullivan, made frequent visits to my office and each time brought up the subject of Rotary. He was simply full up and running over with the idea. In the meantime, however, let me add that this same Sullivan, on the strength of our acquaintance made at this first meeting of prospective Rotary, placed six new Underwood typewriters in our office. No doubt this helped to increase his enthusiasm. He had been in San Antonio only a few months, so his business acquaintance was comparatively small. Thinking that perhaps my acquaintance covered a larger scope, he kept after me to go out with him and get the club under way.

Finally, through his persistence, we called upon some live wires, A. L. Chilton of the Guarantee Shoe Company, Allen Merriam, then assistant city editor of the Express, and Hon. J. Ira Kercheville, our

attorney. By the way, Kercheville also was one of the bunch who attended the first meeting at the Chamber of Commerce. We five took lunch together one day and discussed the matter; we decided that San Antonio needed such a club. So we got to business and drew up our constitution and by-laws. There matters again dropped for about six weeks, as the writer had a very important business trip to Kentucky, which resulted in a honeymoon to Washington and New York. Upon my return home I found six letters on my desk from our worthy secretary, Mr. Chesley R. Perry, and here let me say that he is a live one and the success of this club is largely due to his efforts and advice. The next Friday, about the latter part of June, each of the five before-

mentioned invited a friend to take luncheon at the Travis Club. There the Rotary proposition was explained and discussed and everyone present caught the enthusiasm. As a result a temporary organization with temporary president and secretary was perfected.

It is hardly necessary to say that the growth of the organization and the enthusiasm shown by the members far exceeded our expectations. During the hot summer months of July, August and September the meetings were well attended, an average of over 85 per cent of the membership being at each meeting. Each meeting seemed a bigger success than the last one. One must admit that it takes interest and enthusiasm to bring out the members when the thermometer hovers from 102 to 108.

The first step was the appointment of a good membership committee. Names were proposed and passed over to the committee; each man was investigated, discussed and if the committee knew of some other man in the same line of busi-



SAN ANTONIO PUBLIC MARKET.

ness who might make a more active Rotarian, his name was recommended. It has been the purpose of the officers of the club to choose a man who is not alone a live wire, but a good man morally; the man whom any member could recommend to a friend. Good service and good goods must be essential.

The selfish idea has been eliminated entirely. Our statistician was fired, the office abolished. A man gets out of the club no more than he puts into it. If he is active in the work of the club, attends the meetings regularly, gives the club the benefit of his ideas in business, there is no reason why he should not benefit to some extent in his business. But that feature is hardly thought of. At nearly every meeting there have been one or two good talks by members, each on his particular line of business. Now and then an outsider has been asked to address the members. These talks have been beneficial and the visitor has enjoyed being with us. A visitor from the very moment he sits down to the table is impressed with the goodfellowship that is shown and expressed. He generally expresses himself regarding the club to the effect that it is the finest sort of an organization that he has ever had the pleasure of visiting.

As president of the Rotary Club of San Antonio, I am as proud as the gobbler which led 18,000 in the Turkey Trot in November at Cuero, Texas, a small suburb of San Antonio. Each and every member has helped with the work and given the officers and the committees his support. A finer bunch of fellows would be hard to find anywhere. Glancing over the faces at the table in the Tapestry



MENGER HOTEL IN SAN ANTONIO.

Room at the St. Anthony, on Friday noons, it is hard to realize that this is a gathering of serious-minded business men. A fellow is called by his first name by men whom he had never met until he came into the Rotary club. The "Mr." is dropped in short order.

Our membership now consists of sixty-nine active, five associate and one honorary member.

We have a club that is not afraid to take a stand and do things. This fact has been twice demonstrated recently. When the proposal to feature San Antonio in the February issue of the Rotarian was brought up at the meeting of the board of directors, it was recommended unanimously. This was on Monday noon; before six o'clock that same night, \$200.00 worth of advertising had been obtained and a telegram sent to Secretary Perry to hold the February number for San Antonio. Again, at the last meeting of the club at the weekly luncheon, the matter was brought up of writing a letter to the mayor endorsing the proposition of a large bond issue for new streets, sewers, schools, etc. After a little discussion the letter was passed around and every man present attached his signature with the name of his business following, offering his services and support. We were the first organization to take this step. But that's only natural, for in all parts of the country, the Rotary clubs lead.

"The Wheel of Fortune" is our means of sending out local Rotary news to our members, the "Wheel" being a weekly publication of twelve pages, well and neatly printed. It is getting to every part of the country, as Rotarians hear of it and ask for copies. If a Rotarian in all the wide land wishes to see something from one of the youngest clubs, of which that club is very proud, a postal will get a copy of "The Wheel of Fortune."

We are on the highway to Rotary success in San Antonio. We believe in Rotary and we believe in San Antonio. And, we are going to ask that the next convention be held in Texas' largest city—old Santone.

#### An Earnest Plea.

Will somebody please give Sprague an order for some engraving and save the Editor's reputation as a truthful Rotarian!

## Industry in San Antonio

By A. G. Munro

**M**OST people living east of the Mississippi river and north of the Texas line are apt to think of us here in San Antonio as gay birds who live only to sing and twitter for the tourist; that we never figure in dollars and cents without having the tourist represented in the equation. Nevertheless we are a business people dealing in other than azure skies, fleeced tipped clouds and balmy breezes tinged with the scented mysteries of the gulf.

We plead guilty to having the finest climate south of Gum Drop Harbor; admit that there are more sunny days here than in Madeira and that within the city limits the breath of life is sometimes brought to the form that death hath stilled.

Just the same, San Antonio is able to figure discounts, overhead differentials, freights, costs, profit and loss, and forget the tourist, the climate and the breeze. Of course, Lynn leads in shoes, Philadelphia in squabs, New York in bank clearings, Grand Rapids in poker tables and Battle Creek in table delicacies, but despite these handi-

caps San Antonio is a busy little mart and leads the world in the manufacture of chili and the state in the manufacture of candy. The man who fails to grasp the importance of the commercial side of San Antonio might learn something should he try to slip in a load of local freight at any of the railroad yards around five o'clock of a bright and sunny afternoon. Drays, pulled by sturdy steaming mules, are banked against the outgo-

ing platforms. They are loaded to the guards—the drays, not the mules). Each wagon bears its huge pile of San Antonio made goods on the way to feed, clothe, and house the people of the immense territory that looks to San Antonio as its storehouse. We make things in San Antonio beside healthy, sunburned cheeks. There are scores of San Antonio products that find a ready market in a territory as big as New England, if not so densely populated.

Draw a hundred mile circle with San Antonio as the center. That represents a part of San Antonio's sphere of influence and it is a modest little circle, a sort of family circle. In that territory live 670,000 people. It is reached by 1,800 miles of railroad centering in San Antonio and along these lines Dun and Bradstreet have found 2564 firms worth rating. There are 672 towns and villages therein and there is still room for more than one million cattle to graze and grow fat, to say nothing of the 220,000 hogs. The tax collectors within that little area find much joy in stinging

the citizens for taxes on an assessed valuation of \$393,903,013, which is more than the deposits of the City National, even though the pride of Wall street wither under the blow.

That for a cocktail.

This for a liqueur.

Within that circle, as Mr. Richelieu of Paris said, there are 3,643,250 acres in cultivation and all save that represented by the final figure are producing bread,



A. G. MUNRO.  
(Medina Fuller's Earth Co.)

gravy and automobiles for the owners. Of these few acres under the plow 732,349 are in corn, some of it ten feet high; in cotton 1,796,281 acres which at half a bale to the acre, explains the presence of so much cotton in all wool suits.

And all this is tributary to San Antonio—even the all wool suits.

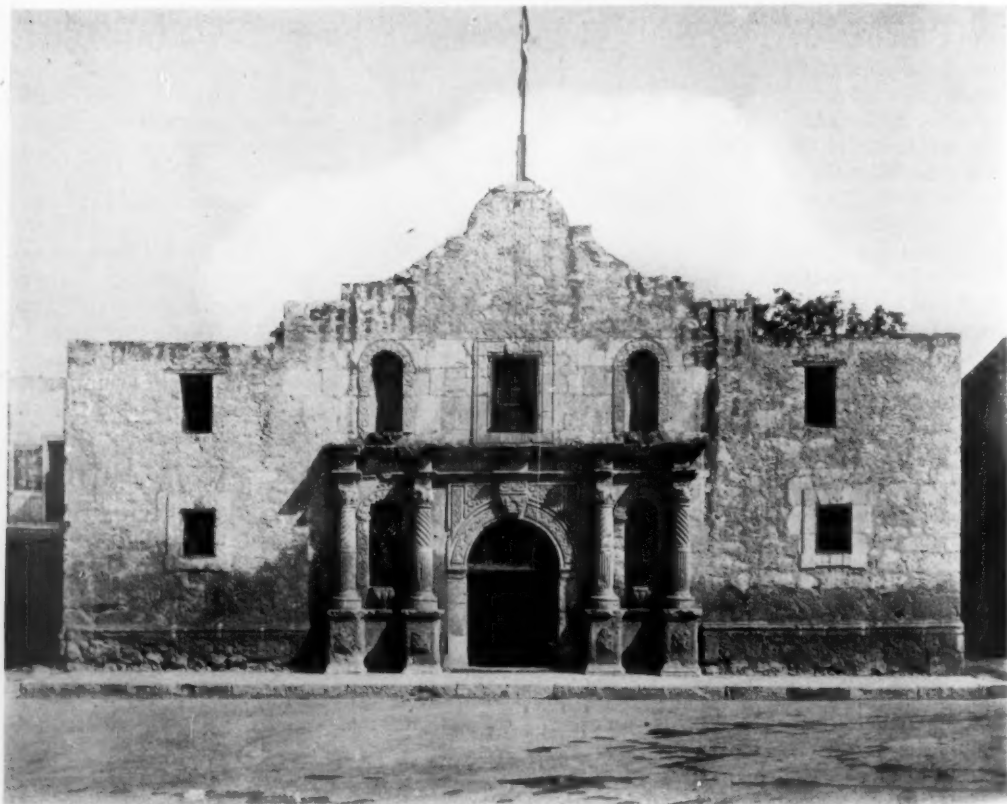
The statistic crop was a bumper one this year so here are a few more.

San Antonio has 204 factories employing some ten millions of dollars and 4,500 people producing about fifteen million dollars worth of goods.

There are 1,939 business ventures in San Antonio—that is, enterprises of a legitimate character calling for the use of money to the extent of \$41,114,000 and some brains. There are three concerns with a paid up capital of over one million and ten others with just a neat million each. The following table indicates to the man who cares to know just about how much money it takes to successfully conduct a business in the metropolis of Texas:

10	concerns	each	with	a	capital	of	\$500,000
5	concerns	each	with	a	capital	of	400,000
6	concerns	each	with	a	capital	of	300,000
3	concerns	each	with	a	capital	of	250,000
14	concerns	each	with	a	capital	of	200,000
28	concerns	each	with	a	capital	of	150,000
30	concerns	each	with	a	capital	of	100,000
24	concerns	each	with	a	capital	of	75,000
38	concerns	each	with	a	capital	of	50,000
69	concerns	each	with	a	capital	of	35,000
106	concerns	each	with	a	capital	of	20,000
154	concerns	each	with	a	capital	of	10,000
142	concerns	each	with	a	capital	of	5,000
97	concerns	each	with	a	capital	of	3,000
197	concerns	each	with	a	capital	of	2,000
219	concerns	each	with	a	capital	of	1,000
316	concerns	each	with	a	capital	of	500
468	concerns	each	with	a	capital	less than	500

There are 242 distinct callings represented in San Antonio which means a little of almost everything that any other city in the country can show. As fine a nickel shine can be had in as gilded an Emporium of Nubia as one can find anywhere; if it's a marble bust carved from the living granite of Llano's hills one needs, the genius is here to do it with all the exquisite power of the master. So do not think that this is the quaint sleepy



THE ALAMO—CRADLE OF TEXAS LIBERTY.

old Santone of the story book, the outpost from whence the first glimpse of Mexico is had and where the bullets from the sister republic coo gently to their mates as they wing their way into the land of the free and the kitchens of the brave.

According to Bradstreet's agency which has made a hobby of finding out things that concern figures with dollar signs in front, there are fourteen important groups of business interests here divided and capitalized as follows:

Business	Net Investment
Banks .....	\$6,809,000
Building .....	6,726,000
Wearing Apparel .....	4,169,000
Food Stuffs .....	4,140,000
Other Necessities .....	3,383,000
House Furnishings .....	2,709,000
Miscellaneous .....	2,123,000
Liquors, etc. ....	1,933,000
Office Supplies .....	1,894,000
Luxuries .....	1,621,000
Drugs and Chemicals .....	1,584,000
Agricultural Implements,	
Livestock and Machinery...	1,450,000
Hotels—Restaurants .....	1,422,000
Vehicles, etc. ....	251,000

San Antonio's wholesale trade is of ever growing importance to the city and the outlying country. There are few articles of commerce that are not found in the great warehouses of this city. The wholesale businesses command the use of \$7,724,000 capital and there are dealers here who supply the outlying country with automobiles, butter and cheese, charcoal, coffee, crackers, crockery, drugs, dry goods, flour, fruits, grain, groceries, hardware, hats, iron and steel, jewelry, lumber, meats, oil, optical goods, plate glass, paper, plumbing supplies, post cards, poultry, produce, refrigerators, saddlery, shoes, stoves, wall paper, seeds, and so on ad lib.

If you are a wholesaler and your line is not represented, look into conditions in San Antonio. Probably there is an opening with every chance for success under the most delightful living conditions imaginable.

To the manufacturer the same invitation may be extended with the added inducement that the opening of the new port at Port Aransas promises to bring raw material into San Antonio under most advantageous water rates. San Antonio factories now represent a net investment of \$6,261,000 and a gross investment in capital of close to ten millions.

While few of the factories are produc-

ing goods that are used outside the southwest, there are some sending their products to the farthest corners of the nation. San Antonio has never done much in the past to foster manufacturing interests and the development in this direction has been born of that new spirit of progress which has been turning Texas into a large consumer of raw material rather than a buyer of finished products.

San Antonio is making an effort to supply its territory with home produced goods and is doing it successfully. Just run your eye over the list of "Made in San Antonio" goods and see how few articles that enter into the daily life of the average individual are missing. San Antonio makes:

Awnings	Office Supplies
Art Glass	Overalls
Baskets	Paints
Blue Prints	Wall Paper
Boilers	Patent Medicines
Bottles	Patterns
Beer	Pickles
Bricks	Picture Frames
Brooms	Refrigerators
Bookbinders	Sewer Pipe
Briquets	Sheet Metal
Furniture	Shirts
Cement	Cornices
Chili Powder	Disinfectants
Concrete Ornaments	Dressed Beef
Barrels	Electrotypes
Tiles	Fence Posts
Hides	Flooring
Wax Figures	Sweeping Compound
Boxes	Tanks
Flour	Leather Goods
Iron Products	Locks
Furnaces	Lumber
Guns	Macaroni
Hair Goods	Machinery
Hair Tonic	Toilet Preparations
Horse Shoes	Trunks
Ice Cream Cones	Vinegar
Ice Plants	Shoes
Interior Woodwork	Signs
Jewelry	Soap
Lanterns	Plaster Casts
Railroad Cars	Stairs
Gas	Structural Steel
Marble	Surgical Supplies
Matting	

This is but the beginning of larger things as every week sees the addition of one or more factories to the ever growing list.

All this indicates that someone has been busy in and around San Antonio but efforts to date may be considered surface mining. There are more opportunities here today for legitimate development of natural resources than at any time in the history of the state. With no railroad to haul it and no people to use it, coal is a





A SAN ANTONIO HOME.

useless product, cotton without value and corn but a fertilizer. Today the region around San Antonio is filled with energetic people who have wants other than those created by a healthy appetite. They need granite with which to build houses and the hills to the north are solid blocks of granite as fine as Aberdeen ever cut. Italy's marbles are no finer of texture nor more beautiful of coloring than those of the western counties. Laredo's newly discovered high pressure gas fields have thrilled the ambitions of land owners near San Antonio and today there are wells with 350 pounds of pressure almost within the city limits. The oil wells of Spindle Top may soon lose their significance if the San Antonio field develops as experts predict. Today within a few miles of San Antonio, they are pumping lubricating oil out of the ground ready for the motor. Money and brains in the right proportions will soon develop this field. Pearson saw one of the possibilities that lay close to San Antonio. He made others see it and the result is the Medina Dam which will soon irrigate 65,000 acres of fertile land within a few miles of this city. The quarries, the oil wells, the gas wells, the pecan groves, the fig orchards, and the ore laden hills of Llano county will soon yield vast sums annually and simultaneously manufacturing in San Antonio will strike its stride because the demand will be there and the opportunist will be on hand to fill the void.

Not long ago a man drove into town with a little package of clay. He lived on a farm fifteen miles out of the city, and while digging a well had "found something." A chemist told him that his clay was fullers earth of which vast quantities are used in the bleaching of cotton seed oil. In a few weeks capital was on the

spot and began development. That was two years ago. Today fullers earth from San Antonio is recognized as standard but it took two years to make the world believe it. Within a few weeks there will be erected in San Antonio the largest plant in the country for the drying and grinding of fullers earth for cotton seed oil bleaching, and producing an article that has hitherto been brought 3,000 miles across the sea not only for the refineries of Texas but for those of the whole United States. The section about San Antonio is a land of promise and a land of fulfillment. It is redolent of opportunity. It needs mills and factories and industries of all sorts, and when they are built it will patronize them.

Soft breezes may breathe an invitation to the sluggard but they never feed him, so to the restless man of means who seeks a chance to expand, a chance to create, a chance to work in a field that will appreciate him and his efforts and recognize him in a substantial coupon clipping sort of way, San Antonio says, "I'm IT!"



I handle the

**Burrowes' Rustless Screen**

and

**Chamberlain's Metal Weather Strip**

And I just wish to say, in all humility, that nothing better can be found on the market or I would be handling it. I can't afford to handle anything but the best, because I'm a Rotarian.

**L. H. McDANIELS**

912 S. Alamo

San Antonio, Tex.

## I'm the San Antonio *Rotary Druggist*

One block from Gunter and St. Anthony Hotels, handling Guth's candy and also Duerler's (made in San Antonio).

This ad's not much good unless you come to San Antonio---but you're coming, some time.

**W. C. BURNS, Houston and Navarro**

## A Sermonette By the Parson

By Rev. Philip Cook

WHEN one picks up an industrial magazine these days, he is almost sure to encounter an article dealing with "efficiency" in business; usually accompanied with the picture of a man, pounding one hand with the other in the earnestness of his argument, with a most intense expression on his face, and a regular Rooseveltian attitude of energy about his whole figure. He is telling men how to be successful. He is preaching efficiency. Now when it comes to preaching it would seem as though the Parson ought to be given a hearing, and that, I fancy, is the reason of the request for this article.

Speaking of efficiency I venture to assert that there is nothing that could add so much to the success of the business and industry of this country as a clearer understanding of those questions of casuistry that continually arise in commerce—as a keener appreciation of the true ethics of business. There are few things that could prove of such value to the world of trade as a clear and definite presentation of the rights and the wrongs, the honesty or dishonesty, the moral worth or the moral loss involved in the common practises of commerce and business. Scarcely a day passes but some industrial scandal is brought to light; hardly a week goes by but that a great strike disturbs the smooth working of the machinery of business in some part of the country; almost continuously there is the evidence of a want of uniformity, of mutual understanding, the lack of an ethical standard

in the minds, and guiding the policy of business men.

We mistake the importance of this by supposing that there is no need for casuistry—no need for an understanding of ethics; that these questions of right and wrong are perfectly clear and well defined. There could be no greater mistake. They are not clear, but, for the most part, very involved. There are always two sides to a strike; there are

always two sides to every trade argument. We look at these questions from different standpoints—the customer from one standpoint, the employee from another, the manager and owner from another. Therefore we work at cross purposes. The employee often thinks of the managers and owners as a crowd of cold-blooded money getters; the managers and owners too often think of those who work for them as a lot of fee grabbers and time servers; and the outside public look upon the whole group as badly in need of regulation and restraint and constantly clamor for a lot of laws which often



REV. PHILIP COOK.

work great harm and give no end of annoyance. And with few exceptions the truth of the matter would seem to be that all the people involved are, for the most part, honest, kindly disposed, generously inclined folk, who have to make their living out of their business and want a fair profit, of course, but who also want to do the fair and the kind thing by all.

This interference by outsiders is due, in a large measure, to the fact that the business men themselves will not take the

## Some of the Buildings of San Antonio



Gunter Building  
Wolff & Marx Department Store

Travis Club  
Gibbs Building

trouble to define and outline a business ethics. The county and state medical societies define the ethics of their profession; the bar association set the standard to which lawyers must conform; why should not the business men get together to determine what is legitimate and fair in their various lines of trade?

Such an organization as this federation of Rotary clubs, with branches in the various large cities, with a bond of fellowship among them, with easy means of communication for the exchange of ideas and ideals would seem to have a unique opportunity to make a study of some of these questions and perhaps to offer a distinct contribution to the business life of the country. Here is a court of business men, not of one trade but of every trade, and not of the trades only but of the professions, before whom might be presented the questions of what is fair and just and what is not fair and not just, in methods of advertising, in tricks of competition, in trade deceptions, in wages, in the employment of children, in hours of employment, in contributing to the comfort of employees without being im-

posed upon, in the value of social service in shops and factories insurance and pensions, the granting of holidays and vacations, the treatment of customers—that great multitude of questions a man has to answer who manages or helps in the management of a business.

It seems to most outsiders as if the business men of the country, both small and great—or perhaps the great have set the fashion for the small—have been too much in the company of lawyers who were anxious to tell them how to dodge the law, or how far they could go under the law and still keep within the limits of legal honesty. What efficiency in business demands is the highest possible quality of honesty. That is the only kind that will establish confidence and credit, the only kind that will bring the coin out of the safe deposit or the hidden stocking and restore it to trade. The last panic was caused by a want of confidence in the business honesty. It is only the twenty-four karat honesty that will inspire confidence and restore credit. Gold-plated honesty may give one man an advantage for a time, but brings trouble to every-



HARLANDALE—HOT SULPHUR WELLS.

# SAN ANTONIO

## In 1914

¶ You have read about San Antonio---the metropolis of Texas---or you should, because it's in this edition.

¶ But you don't know San Antonio. It's one of the few cities that are different from all the others.

¶ We shall attend the next convention and ask you formally to be with us in 1914---to enjoy the one city which can offer you an entertainment found in no other.

¶ We are preparing our plans to entertain you, and we just wish to announce to you, while the opportunity is before us, that we shall take care of you as no other city ever has, and we shall set a mark to which few other cities will ever reach.

# SAN ANTONIO

## In 1914



body in the end. The twenty-four carat type helps everybody all the time.

Suppose that all advertising were honest—that the larger proportion of it were not a distinct effort to deceive! What a difference that one thing would make in business. Suppose there was no watered stock, or that it were a rare commodity instead of a very usual one—how much easier the money would come for needed improvements. Suppose the wage earners of this country felt confidence in the people who employed them, that their interest would be safeguarded. The walking delegate would have to find a new job and do some real work.

And so it goes all along the line. The need for discussion and decision will appear wherever men of business assemble and discuss it frankly. Some of the questions present the same features everywhere; some of them will depend on local conditions.

About some of them there can be no manner of question at all. We do not think of men as acting under the ordinary

standards of respectable business who put sand in the sugar, or shorten up the yard stick, or hang a piece of lead on the near side of the scale. The sugar refineries that made a practice of the last trick in weighing raw sugar did not seek to justify it. The amazing thing is that such a practice could find a place in our industrial system at all. It showed such a lack of ethical appreciation—not to speak of it by a "shorter and uglier word."

But many very unjust practices are not always so recognized. Freight rebating was not so thought of ten years ago. Few business men had the time or the sagacity to understand that this was only another way of polite stealing—the rankest sort of injustice. The law has condemned it now—but the business and industry of the country ought not to wait to tell it what is right and wrong in its own affairs.

The truth of the matter would seem to be that we are about a generation behind our business in our ethical standards. We have learned to apply the power of steam and electricity to all sorts of ma-



MISSION CONCEPCION AT SAN ANTONIO.

chinery, but have not learned to apply the ethics of the Ten Commandments to business dealings. We find modern, up-to-date machinery in the factory; but too seldom a modern, up-to-date conscience in the office. Profits and dividends, interests charges and improvements have so much more important place in the question of child labor, proper housing, sanitation, the health and welfare of the workers.

The excuse for this sort of thing—and the only possible excuse, if indeed excuse is possible—lies in the enormous growth of the business and industry of this country. Wherever one looks one sees a growth like the vine of Jack of the Bean Stalk. To get through the business somehow seems to have taxed the whole interest and energy of those in charge. All other considerations fall behind necessarily.

Another cause, which is not an excuse, seems to be found in the character of many of the men who have been successful. So many of them began at the bottom, as errand boys, or brakemen or manual laborers. From one point of view this is very fine—the evidence of success that has come to those who have had the courage to seize the opportunity in its flight. But after all the self made man is not always a pleasant type. We think he might have made a better job of himself. Want of breeding and education too often show themselves in a coarseness of nature, a want of feeling, in a brutality of power, and a lack of appreciation of law and the rights of others—against which elements in industry people of today are becoming rapidly and justly aroused.

It has been a common practice in that spirit of things which happily seems passing, to apply a principle in one set of circumstance and not in another. Cheating under certain circumstances was wrong—under others it was more or less legitimate. To cheat a man was more or less contemptible; to cheat a company less reprehensible; to cheat the government almost legitimate—provided always one was not caught. In a game of cards—poker or bridge—at the club, if one man cheated, all the others would make it their business to see that he was expelled. Yet the same men would not hesitate to meet on the plane of greatest intimacy a man they know to have flooded the market with a watered stock; or to have cor-

rupted a city council or state legislature, or to have robbed the federal government. Other smug-faced Pharisees have done one or all these things and yet would regard the poker game itself as the highest type of iniquity—the particular invention of the devil. In other words cheating and gambling for business is all right—for pleasure or amusement is a sin. Such are some of the inconsistencies of business and social ethics.

And so I say again that the ethics of business and the casuistry of commerce might form the basis of some very valuable discussions on the part of Rotarians—that they might help to clear the atmosphere of misunderstanding and establish high standards for themselves—and so, perhaps, for others.

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The city of San Antonio lies in a valley. The people live on the hills which surround it on all sides and never know how the people of northern cities suffer on hot summer nights—and such nights are unknown in Texas' largest city.

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Hotels and office buildings in the busy downtown district of San Antonio have their own water works. Artesian wells, flowing many millions of gallons daily, are sunk before the foundations of the buildings are laid and forever afterward the man with the water bill is a figure of fiction.

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You do not have to go to Mexico to see the revolutionists. Hundreds of ex-soldiers of Orozco are picking cotton in the fields about San Antonio and cabinet meetings of the "high up" conspirators are held daily without causing a ripple in the busy life of this Texas city.

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Three wonderful sulphur wells, two of them with magnificent bath houses, bring hundreds of health seekers to San Antonio yearly. They also bring health to the afflicted and have won an enviable reputation throughout the world. Last year several pilgrims from Germany made the across-seas trip to bathe in the life-giving waters of San Antonio's sulphur wells. The efficacy of the water is said by investigators to be due to the presence of radium.

## A Tenderfoot's Impressions

By J. A. Henry

"AND I'll meet you in San Antonio!"

I had heard the song shouted and flouted as only a rag can be; I had heard the call of the city whose heart had beaten out liberty with its blood; I had listened to the allurements of friendly love, chanting praises to emphasize invitation; and, because of these, one beautiful Thanksgiving morning found me following the voice of the Pullman porter as he called: "San Antonio, Sunset Depot—this way out!"

Tuesday, just two days before, I had left the North where ice and snow were holding sway, and now I step into the bright sunlight of a balmy day, to be greeted by verdure and birds and roses—beauty and song and fragrance!

As I pass from the depot I look back and —

"What style do they call that architecture?" I ask my friend, as I stop to study the impressive beauty of the depot.

"That is what we call the Mission style."

And then I am informed that there are located in and about the city many of the old Spanish missions, which for beauty of architecture and embellishment are not surpassed by any of like kind on this continent.

Who is not attracted to the study of work accomplished by hands that ages ago clasped at last the breathless breast and were laid away in stillness by those "who in their turn have followed them?" whose impetus was something apart from our modern commercialism and

hence stamped their work with the beauty-mark of Love!

And so when I stand before these monuments to endurance and selflessness and resourcefulness and patience and fortitude and bravery and patriotism and heroism, and think that from these, and because of these, resound the hallelujahs of freedom and civilization, I bow in reverential awe to the minds that conceived and the hands that fashioned their time-battered beauties.

There are four of these grand old missions outside of the city limits, and these I reached over a splendid oiled road known as the Mission Loop. The first is called "The Conception," built in 1731, and tradition says that it required twenty-one years to build it. This I would only doubt because I can scarcely believe that such an edifice as it must have been could have been made to arise from the surrounding cacti and chaparral in so short a time. As I stand before its arched gateway and contemplate the shields and arms and devices of defense carved in its lozen-

ges and read the Spanish inscription in the panels: "WITH THESE ARMS BE MINDFUL OF THE MISSION'S PATRONESS AND PRINCESS AND DEFEND THE STATE OF HER PURITY," I think how once it sheltered those who devoted themselves to worship and teaching; then, in after years, the rough soldiery of the country, and now at last the owls and pigeons and doves nest in its useless walls, and I hear the



J. A. HENRY.  
(Central Producers Co.—Petroleum.)

## A Few Club Buildings in San Antonio



Elks Building  
Country Club

Hermann's Sons Hall  
Turner Hall

## It's Just Something Different---

### That's Why You Want It

Do you wish to reach her sweet tooth with some dulces that will bring a little smile of satisfaction?

Do you wish to be a bit different from the other fellow—just a wee bit more original?

## Take her a box of MEXICAN DULCES

It's a Mexican *pecan candy* that carries with it the atmosphere of Mexico—just a hint of palms and plazas, of soft glances and sweet smiles.

Take it to *mia carissima*—one box to start with.

Send one dollar—the dulces will go back quick. Maybe you would like to have it go direct—if so, send your card and she'll get it pronto.

### The Mexicana Company

San Antonio, Texas

voice of Truth say: "All that take the sword shall perish with the sword." Little remains but the sad evidences of its once massive grandeur.

The second Mission we reach is SAN JOSE, said to have been founded in 1720. This is the most beautiful of all. Its carvings are, as they were intended to be, "a joy forever." Figures of virgins and saints with draperies that look like draperies; cherubs' heads, sacred hearts, beautiful pedestals, recesses and cornices—Wonderful! The sculptor saw the perfect model in the stone and the touch of his chisel-point bade it leap into beauty. Now vandal hands mar his work to carry off a chip to show to Susannah Jane who wouldn't know a cherub from a fireman's ladder. They but reverse the picture and see the stone in the statue.

The third Mission of SAN JUAN DE CAPISTRANO was named after a Franciscan friar, born in Italy in 1386—so the history says. Here stand its four walls with the east wall elevated into open arches for its bells, with but one bell remaining. The roofless chapel with its almost obliterated, rude frescoing of Old and New World ideas in conglomerate form, the painted "Roman Arch" in red and orange over the doorway with its Moorish caste of tile work and its pillars of red and orange blocks; these proclaim the untiring endeavor of the builders to attract within these walls the people whom they sought to civilize. Its purpose accomplished, it has passed into disuse but it stands as a monument to that endeavor.

The fourth Mission is the SAN FRANCISCO DE LA ESPADA, "St. Francis of the Sword." These old Missionary pioneers were beset with trials, be it remembered, when the Apache and Comanche—those most cunning minds in savagery—devised all sorts of methods for their destruction. I am impressed with those vivid scenes of Indian encounters which meant heroic deeds or total massacre. It is said that here it was that the Texan Army of Independence made its first camping ground. The allusion to the sword, therefore, is applicable to this spot as the walls were built with musket holes and embrasures for small cannon open through them and seemed to be appropriate to the mandate. "O, watch, and fight, and pray."

And this brings me to think of the



Alamo—the pride of the native Texan, situated in the heart of the city, fronting the beautiful plaza which bears its name. In fancy I hark back to its days of endeavor and hear its clanging bells as they call the people to worship; and then the spiteful crack of the rifle breaks into the “peace-on-earth” of its purpose, and its

massive roof resounds with the death-cry of the brave souls who decided to “die rather than retreat.”

Old, battered, time-worn walls—no hero-song or saga-story, embellished with vain conceits, remains to immortalize you; but only the everlasting epitaph: “THE CRADLE OF TEXAS LIBERTY!”

O Freedom Immortal! no monarch could bind  
thee.  
But, bursting the fetters which tyranny  
wrought,  
Hast soarn in thy glory! yet leaving behind  
thee  
The blessings for which these brave heroes  
fought.

We sing in thy praise and we pray for thy  
lasting  
Give thanks for the bounties thy hand doth  
bestow  
We pledge thee our hearts and our lives for  
the blasting  
Of any who prove themselves Liberty's foe.



MISSION SAN JOSE AT SAN ANTONIO.

## SAN ANTONIO (Texas).



During December the principal and most interesting event in the San Antonio Rotary Club was an address delivered on December 27th by the Reverend H. Percy Silver of Topeka. Mr. Silver is a man of world-wide travel, of sound and yet humorous judgment and a living exponent of the doctrine of the brotherhood of man.

His plea was for a larger life among business men—for other standards than that of money. Of the seventy-five men present, not one left the room without higher ideals and greater resolution for advancing the standards of business and social life.

But, how do you like this San Antonio Edition of *The Rotarian*? Really now isn't it a dandy? To be sure, the photographer, although he is a Rotarian, has not done us justice because we actually are quite a handsome crowd if taken individually.

And what do you think of our articles? Literary ability like ours doesn't exist everywhere. You know when we first decided to put up the necessary cash and wired Perry that we would take the February issue of *The Rotarian*, there was quite a scramble among the members for assignments to write the various articles. We decided there must be a couple of good, snappy business articles, one or two about San Antonio's social charm, and one real humorous article, but with the humor meaning something—some of that regular George Ade stuff you know.

You will hardly believe it, but practically every man in the club wanted to write that humorous story.

As Associate Editor of *The Rotarian* I was chairman of the "San Antonio Number" committee and naturally had a good deal to do with the various assignments. Until the assignments were made I received more nice little attentions and more invitations to come on and take

something than I had ever received in my life.

I thanked them for their compliments on the becomingness of my new suit, agreed with them that Herpicide was really bringing my hair back, and like a man accepted every drink invitation—just a little Scotch mixed with sweet soda and a dash of lemon in it.

Well, anyway I finally decided to write the humorous article myself and there it is first on the bill labelled "The Best Place." I quite prided myself on the name and the gently humorous way I led the reader along not suspecting anything, when all of a sudden, Bing! and he is right up against a regular blue sky and balmy Southern atmosphere boost for San Antonio.

Then there is Carter's story on "San Antonio's Atmosphere." Now Carter was the hardest fighter for that humorous story. He is probably the most efficient and best informed commercial secretary in the South but his side line is that of being a regular cut-up.

His merry quips and sallies are really the life of the club luncheons but when it came to cutting-up on paper we said nix and so you have his atmosphere article which you must really excuse if it is not quite up to standard, because it is a little out of his line.

Regarding President Hayes' story I hardly know what to say. Hayes was the only man who really didn't want to write anything.

He balked so long about writing it that it was sent off to Chicago before I had a chance to see it. Hayes says he can't write, so I take for granted that the article is pretty poor; but I do wish to add that as a president, Hayes is the best I have ever known. He is a good business man, efficient, courteous and tactful and if he has an enemy in town no one has ever heard of it.

Next on the program is "Industrial San Antonio" by Munro. We think it is a pretty good article, but it ought to be because Munro used to be a high salaried newspaper man in Boston, where he learned to write, and is now a manufacturer in San Antonio, whence comes his knowledge of business. In private life Munro is also one of those humorists. You will note that he has curbed it pretty well in this article, attempting only one little joke, which is a poor one, about the

mules not being full. The real measure of the merit to Mun's article will be whether it induces any of you to come down here and establish a manufacturing business.

Next, gentlemen, let me call your particular attention to the "Sermonette by the Parson," written by our own Reverend Philip Cook, first-class Rotarian.

We presumed from his preaching that Brother Cook could also write a good Rotary article, but that was not our main reason for putting him on the program. We wanted to boost our club by proving to Rotarians everywhere that we are high-class enough to include the ministerial line in our roster. We are Methodists, Jews, Unitarians, Catholics, Christian Scientists, Presbyterians, and no church; but one of these days we are all going in a body to St. Mark's Episcopal Church to prove to Brother Cook's vestry that his usefulness is not confined to members of his own parish.

And lastly, brethren, let me call your attention to "A Tenderfoot's Impression of San Antonio" by Henry. Henry is no kin to the late lamented O. Henry and he is not a tenderfoot, having lived here several years. He likes to call himself a tenderfoot because then people ask him where he came from and he proudly answers Baltimore.

He usually adds that Edgar Allen Poe also came from Baltimore, and that is why Henry quotes poetry in this San Antonio article. We all thought this touch of poetry would be a fine advertisement, just to show the world at large that our beloved city even though two thousand miles from Boston is not short in the culture classification.

As a last word, friends and Rotarians everywhere, let me ask you just one question as man to man. Isn't this San Antonio Edition a pretty nifty thing? Isn't it good civic advertising to show you how cleverly the San Antonio club can do a thing when it really makes up its mind to it?

Just address your complimentary letters to President Hayes, to Secretary Jenkins or to me. You see we worked the Publicity League for the price of this Special Edition, and we want to make them think they got something for their money. J. R. SPRAGUE, Assoc. Ed.

### LEST YOU FORGET.

Two national officials of the Ad clubs were talking to a San Antonio man. "Of course I am surprised at the size and metropolitan appearance of your city," said one, "I supposed San Antonio was something like a frontier town—one-story buildings, saloons and dance halls, woolly inhabitants and all that."

"That's queer," said the other, "I had an entirely different idea and one nearly as erroneous. My idea of San Antonio was a great winter health resort, whose hotels were all equipped with sulphur baths and devoted themselves almost exclusively to catering to the sick."

And then went on to express their surprise to find that San Antonio is neither a frontier town nor merely a great health resort, but a most important business city.

So, preconceived notions of the Alamo City vanish with a visit. You hear of the picturesqueness of San Antonio—but not of its Chamber of Commerce of 2,000 members. You hear of the Alamo—but not of the 17 banks nor of the teeming office buildings. You may know something of the army post—but not of the city as a center of the most fertile cotton country in America nor of the Pearson irrigation project twenty miles from here, which is damming the Medina River and opening 60,000 acres to cultivation and a new city to English colonization. You have heard of the thousands of Mexicans who live here—but not of the millions of dollars that are coming here in search of safe and remunerative investments. You have read of the cattle ranges—but some of that former cattle land is now held at from \$100 to \$500 per acre, rotating under irrigation two to five crops per year. You read of "Santone" in the pages of lurid fiction—but it would surprise most of you to see the daily newspapers of the city, with their metropolitan methods and appearance.

Yes, it is great to be the healthiest city in the United States. And it is good, too, to have the ancient missions, the Mexican coloring and the atmosphere that makes San Antonio a delight to the tourist. But San Antonio also must be recognized as a great, hustling, growing commercial center. In remembering the other things, don't forget that.

**We extend a most cordial invitation to the International Association of Rotary Clubs to hold its 1914 Convention in San Antonio.**

# Mexican Cooking IN AMERICAN HOMES



**Gebhardt Chili Powder Co.**  
**SAN ANTONIO, TEXAS**

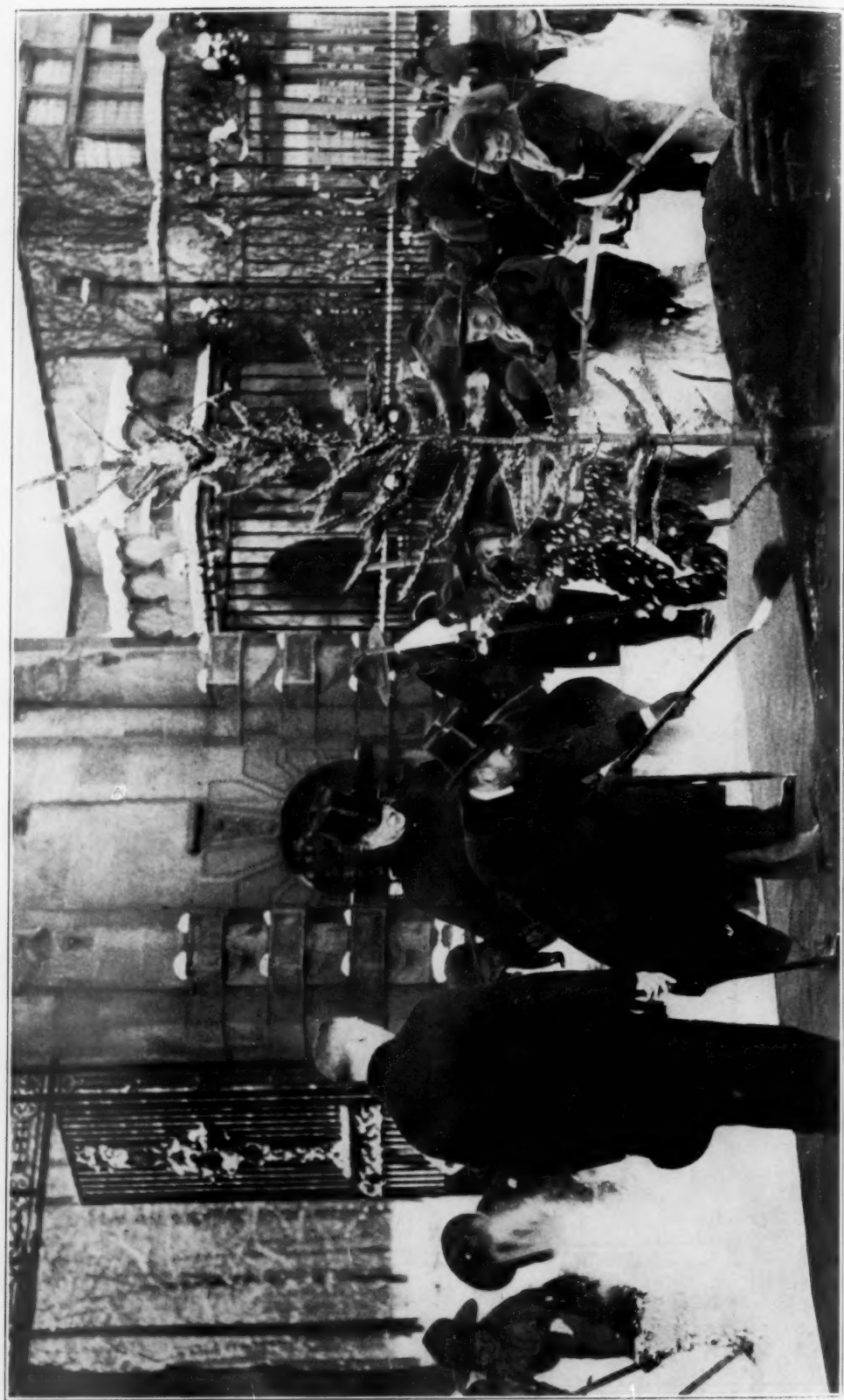
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The Boy Scouts of America, as well as the Rotarians, are celebrating this month their anniversary. In this connection the above picture of King George of England assisting the Boy Scouts of that country to plant a tree at Welbeck Abbey is particularly interesting.



## President-Elect Woodrow Wilson of the United States of America Declares for the Acceptance of Principles Distinctly Rotarian

A RECENT address which President-elect Wilson delivered to the citizens of Staunton, Virginia (his birthplace) contains the following interesting paragraphs in which the Rotarian idea of service is emphasized:

"We are learning again that the service of humanity is the business of mankind, and that the business of mankind must be set forward by the governments which mankind sets up in order that justice may be done and mercy not forgotten. All the world, I say, is turning now as never before to this conception of the elevation of humanity, of men and women I mean, not of the preferred few, not of those who can by superior wits or unusual opportunity struggle to the top, no matter whom they trample under foot, but the rights of men who cannot struggle to the top, and who must, therefore, be looked to by the force of society, for they have no single force by which they can serve themselves.

"If there must be a heart in government, there must be a heart in the policies of government. And men must look to it that they do unto others as they would have others do unto them. This used to be and has long been the theme for the discourse of Christian ministers, but it has now come to be part of the bounden duties of ministers of state.

"This is the solemnity that comes upon a man when he knows that he is about to be clothed with the responsibilities of a great example which America shall set to

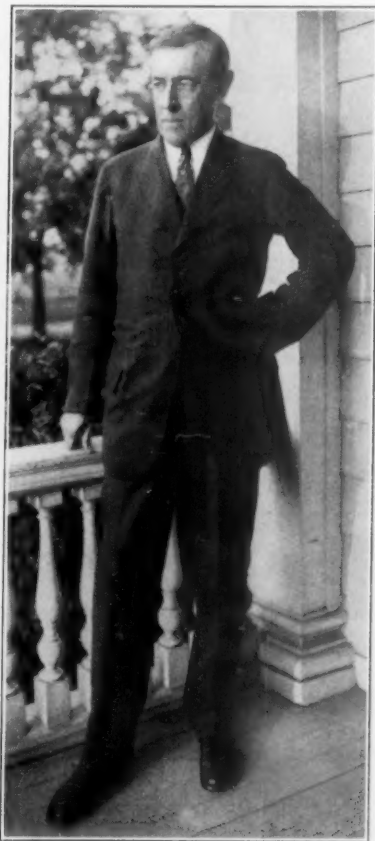
the world itself. The world that stands at the center of what has to be done is 'service.' The one thing that the business men of the United States are now discovering, some of them for themselves, and some of them by suggestion, is that they are not going to be allowed to make any money except for a quid pro quo; that they must render a service or get nothing; and that in the regulations of business the government, that is to say, the moral judgments of the majority, must determine whether what they are doing is a service or is not a service, and that everything in business and politics is going to be reduced to this standard.

"Are you giving anything to society when you want to take something out of society?"

"A large part, too large a part, of the fortune-making of recent decades has consisted in getting something for nothing. I do not include brains in the category of 'nothing.' I believe a man is entitled to earnings for the suggestions of his brains, but he is not entitled to anything when he creates for his brains a sort of air tight isolation which makes it impossible for

anybody else to suggest anything in that field. And, therefore, while I would be liberal in interpreting the service I want to proclaim for my fellow citizens this gospel for the future, that the men who serve will be the men who profit."

And Mr. Wilson might well have added the Rotary motto and said in conclusion, "He Profits Most Who Serves Best."



GOVERNOR WOODROW WILSON AT HIS SUMMER HOME, SEA GIRT, N. J.  
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People

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T. C. PECK, Genl. Passr. Agent, Los Angeles—A Rotarian

The Los Angeles Rotary Club holds its weekly meetings every Friday noon at 12 o'clock. Rotarians from any part of the globe are invited to be with us on these days — when a hearty welcome will be accorded them

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(INCORPORATED 1884)

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## Rotary Expansion Will Bring Lasting Benefits

By George W. Clark

President Jacksonville Rotary Club

**A**S I STUDY Rotarianism the advantages of an International Association of Rotary Clubs become more apparent. It promotes unity of purpose and inter-communication and strengthens each local club. Through the affiliation of clubs, individual members have learned to take a kindly interest in members of other clubs and the inter-city fellowship which has resulted is bound to promote trade advantages.

The union of all the clubs into an International Association makes it possible to publish a magazine in the interest of Rotarianism. Through this medium the philosophy and practice of Rotary can best be expounded. This magazine furnishes a splendid opportunity to all Rotarians to exchange ideas, and the free use of its columns by clubs has proven both interesting and instructive.

Every affiliated club has undoubtedly profited by the organization of an international body and as every club was brought into existence directly or indirectly by the Association or its members, each club should feel it a duty to extend the Rotary idea to some other community as an expression of its appreciation of what it has received from some other community. This thought leads us to the club extension work which should receive the attention of every good Rotarian.

As acquaintance is recognized as the basis of the success of a local Rotary club, so there is unquestionably an advantage in extending acquaintance into other cities. The frankness and confidence with which a member is greeted by the fellow members of his own club will be duplicated when he is a visitor to any other Rotary club. This sort of greeting means that he will have a host of friends eventually in every city in the world—how many men can say that now?

There are vast possibilities for inter-city trade and commerce stimulated by Rotarianism. As the constitution is said to follow the flag, so does business follow acquaintance and anyone who would strive to limit the extent of his acquaint-

tance to his own local circle needs to get up on a treetop and observe how the horizon enlarges.

It appears to me that Rotarians everywhere are making a great mistake in not supporting the plan as set forth in the October issue of *The Rotarian* to raise a fund to be used exclusively for extension work. It is true that the plan has been endorsed by several clubs, but I feel that every club should endorse it and do so at once.

In the U. S. the manufacturer and wholesaler of the eastern, northern and middle-western states will not receive the full benefits of Rotary until clubs have been organized throughout the southern states. The south buys great quantities of goods from the above mentioned sections and if it is true that Rotarians are old enough to know how to do business and young enough to want more business to do, then they had better wake up and extend the Rotary idea and thus increase their sales.

Commercially, it makes no difference to me whether the Rotary idea is extended, because I have nothing to sell, but I like the fraternal features of the club and would like to know that wherever I go I can meet Rotarians. I have interested myself in this matter purely through a desire to do something for the benefit of the organization. I have endeavored to show that it would be in many ways beneficial to have a good club in every city of importance in the U. S. and Canada. I have explained in the October issue of *The Rotarian* my idea of how to accomplish the work and if anyone has a better plan I would like to see it explained in *The Rotarian*. I am willing to adopt anybody's plan if it is for the good of the organization, but let us do something.

The Jacksonville Rotary Club contributed its share to the extension fund without any hope of reward other than that which will come to every Rotarian as a result of an increased membership in the International Association.

## The Message of GLENN C. MEAD International President

**L**AST year the custom was established of observing the anniversary of Rotary's birth. Although faded manuscripts and crumbling marble do not preserve for us the story of our origin, yet legend has it that the first Rotary meeting occurred on Thursday, February 23, 1905. I made the remark at Duluth that Paul P. Harris was the Washington of this movement, and the closeness of our birthday to that of the Father of His Country lends additional appropriateness to the comparison. At the time, however, I had in mind the personal qualities of our honored and beloved President Emeritus. No Anniversary meeting would be complete without mention of his work and example in Rotary. It is altogether unlikely that any of us will ever know the amount of thought, labor and time that Paul Harris gave to Rotary. He brought to the task a keen and profound mind, unusual breadth of view, fairness toward other men and their opinions, inexhaustible patience, loyal and unremitting service.

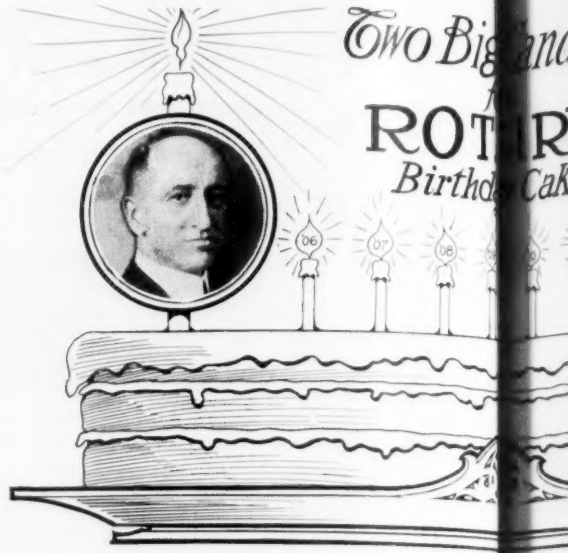
The sound and permanent establishment of Rotary, its vast and healthy growth, are, no doubt, sufficient satisfaction to the Founder, even though his companions in the cause are not permitted to know the full measure of his self-denial and effort. We are more than fortunate to have this splendid example and exponent of Rotarianism to inspire us, and it is altogether natural and fitting that his ideas and service should be reviewed in our Anniversary meetings.

As in all other matters, each club will decide for itself what program is most suitable and desirable for the Anniversary meeting. Rotary has grown so rapidly that most of us have had our hands full with the practical details of organization and efficient management of the clubs. We may turn once a year with a sigh of relief from this strenuous work to the consideration and analysis of the purposes and principles of Rotary.

Rotarians are the most active of business and professional men, and their part in Rotary is a contribution to the betterment and progress of our own times. It is both informing and stimulating to these typical men of the century to have stated, in pointed and forceful terms, the reason and purpose underlying and supporting their Rotarian activities. Anniversary Day is the appropriate time for such a statement and declaration of our principles, for it inevitably brings before us in review the varied experiences and striking events of our growth and development during the eight years of our existence. Thanks to the thoughtful writers in our ranks, we are able to draw upon a rich and ever-increasing store of the literature of Rotary, most of which is to be found in the pages of our attractive magazine, while articles of equal excellence and value are to be found in the publications of various clubs and the addresses of club officers.

This is the heyday of our youth, and the red blood of health and vigor is coursing unchecked through our veins. We are in the formative period when it is easiest to shape and determine our future course and career. Is it not of inestimable importance to shape these wisely, rightly and justly? No more opportune time for each club to take

(Concluded on Page 39.)



### The Rotary Birthd

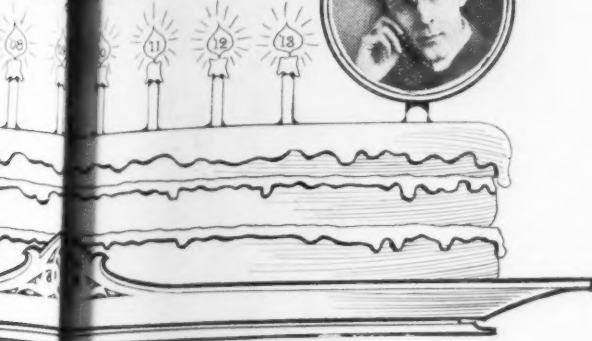
Baked in ovens of civic  
Cooked in a world-wide  
The birthday cake of Ro  
Is craved by every ma

Stirred by six thousand c  
In bowls of moral right  
Its frosting sweet as joy  
And tempts the appeti

I warn you take no subs  
Or you'll repeat too la  
You can't mistake this b  
Its candles number ei



# Bigandles OTARYS irthday Cake



## The Message of PAUL P. HARRIS President Emeritus

SOME things creep into our lives so quietly that they seem to have been without beginning. From obscure and despised origin have come faiths that have lived to lift the gates of empires from their hinges. Rotary has developed in less than a decade from a theory into the most important, practical business movement of the age.

And more and better—it is respected wherever known. If we could get far enough away to obtain a bird's-eye view of Rotary and take a moving picture of its growth, we would indeed say "wonderful."

If the success of the movement is due to one thing more than to any other, it is perhaps to the fact that Rotarians have always considered business as fit for society as society is fit for business and have always been of the opinion that the world could get along a good deal better without society than without business. I use the word society here in its narrow sense. Rotarians believe that business friends are as warm-hearted as social friends and often much truer; that business will mix with friendship, and that the best way to mix them is by elevating business to the plane of soulful friendship and not by lowering friendship to the plane of soulless business.

"If pleasure interferes with business, cut out the business," is an old saying, but it never got anyone anything nor raised the standard of a people. Rotarians find pleasure in business and business in pleasure.

Rotary is the only organization in which business has ever had a reasonable chance. The Rotarian conception of business differs from some. Some people think that the best way to do business is with a jimmy. If Rotarians took the same view, they would do just what those people do—exclude business from polite society.

Rotarians do not believe that success can be measured in dollars nor that business is merely a means to an end—dollar grabbing. They think that business should be honored for its own sake and loved for the friends it brings them; that honorable business is an elevating influence, making business men stronger, more straightforward, more sincere and purposeful, more humane and charitable than other men; making business nations more progressive, more enlightened, and less murderous than other nations; that the merchantman has done more for the world than the battleship; that nations should be too busy to fight; that reputable business is full of potentialities and should be exalted, not debased; that business rectitude makes for civic righteousness; that business is and should be one of the most engrossing things in the life of every normal-minded man and that if business is good enough to live by, it is good enough to live with; that business affords most men their one best chance of rendering efficient service to society and of doing their part in the world's work.

May we not forget that each member has one duty in Rotary, which is distinctly individual, as much so as that of the shortstop on a baseball team. It is that of representing his trade or profession. I am the sole representative of my profession in our Rotary club. It is a responsibility to be proud of as well as to fear. It ought to be a great stimulus to my efficiency. This individual responsibility is an

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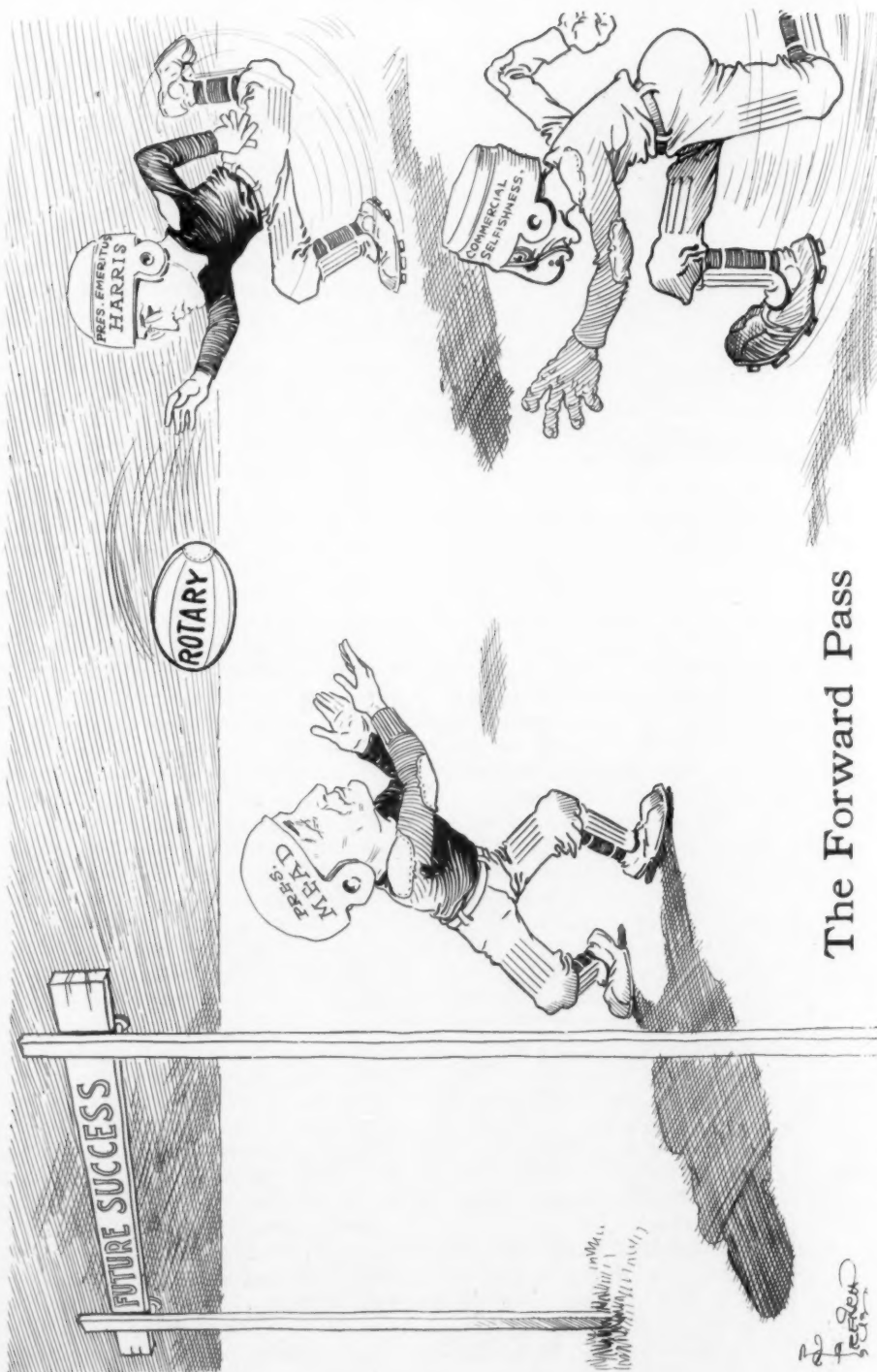
### Rotary Birthday Cake

ovens civic pride,  
in a world-wide pan,  
ay cake of Rot'ry make  
d by every man.

six thousand chefs or more  
of moral right,  
sweet joy complete  
opts the appetite.

taken to substitute  
repeal too late;  
mistake this birthday cake,  
es number eight.





## The Forward Pass

(This cartoon should have appeared during the foot-ball season but the Anniversary month offers a good excuse for running it in this issue.—Editor.)

## Conclusion of Mr. Mead's Message

stock of its achievements and test them by the lofty principles and ideals of Rotary, presents itself in the whole year than this anniversary meeting, and the occasion should both dignify and develop the club and the cause. We never all get together and meet face to face, not even at our annual conventions, but on Anniversary Day we meet with a common purpose across the continent and over seas, and clasp hands around the wide circle of Rotary in mutual thoughtfulness, sympathy and service. Hail to the Anniversary of Rotary!

GLENN C. MEAD.

## Conclusion of Mr. Harris' Message

inevitable incident to membership in a Rotary Club. You may be a member of other clubs and if it pleases you, shirk the burden of individual responsibility. Not so in Rotary. The individual responsibility is the one responsibility which you must not shirk there. It is your own particular responsibility. Your club cannot attain the maximum of efficiency if you fall short of being properly representative of your line, but your individual responsibility is also an individual privilege for "He profits most who serves best."

May Rotary during all the years that are to come continue to be a voltaic touch to civilization's nerve centers, awakening men to a new sense of the dignity and importance of business as a redemptive and regenerative influence in the lives of men—and nations.

PAUL P. HARRIS.

AUGUST  
17 to 23

**BUFFALO**

-- ROTARY --  
CONVENTION

**BUFFALO**

AUGUST  
17 to 23

The second International Rotary Convention will begin its program at Buffalo, N. Y. (United States), on Sunday, August 17. The Buffalo Rotary Club has a committee of fifteen already at work planning for our entertainment. President Mead and the Association's committee on program and topics are busy on the convention program. Philadelphia has already reserved twenty-two rooms at the Statler Hotel.

One of the Chicago Rotarians who recently returned from New York City tells us that there is going to be a remarkable attendance at Buffalo from all the eastern clubs and that only those who apply early will have any show for satisfactory reservations at the headquarters hotel.

Every Rotary club should be represented at the 1913 convention by its president, its secretary, its associate editor, its chairman of the membership committee and its chairman of the program committee and by as many more of its officers and members as possible.

Rotary conventions are marvelous fountains of inspiration. Ask Basford of San Francisco, Andrews of Los Angeles, Duncan of Omaha, Pierce of Kansas City, Olsen of Des Moines, Pfeiffer of Buffalo, Conlon of Pittsburgh, Howe of Syracuse, Clark of Jacksonville and scores of other Rotarians who first attended a Rotary convention last year—ask them if they would willingly miss another Rotary convention.

Right now is none too early to make your plans to be at the Buffalo convention. Whether or not your club can send you as a delegate should make no difference. Go at your own expense. It is worth it. You will meet strong men from other cities—men who can and will be of help to you in your business. Go and make new friends. Broaden your horizon. Establish relations with men from across the ocean, from over the mountains and beyond the lakes. Don't be content to be a fixed star. Be a planet.

C. R. P.

AUGUST  
17 to 23

**BUFFALO**

-- ROTARY --  
CONVENTION

**BUFFALO**

AUGUST  
17 to 23

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## The Rotary Round Table



Mr. ARTHUR P. BIGELOW

Vice-President of the Rotary Club, London, and a Director of the International Association of Rotary Clubs. One of the leaders we all hope to meet at Buffalo.

### ROTARY, MY ROTARY,

By Herbert H. Stalker,  
Secretary of the Rotary Club, Toledo, Ohio.

Dedicated to  
Capt. R. L. Queisser, Cleveland,  
Director International Association.

Tune: Maryland, My Maryland.  
Of all my clubs, I love thee best,  
Rotary, My Rotary.  
To thee I'll cling and stand the test,  
Rotary, My Rotary.  
With friendship, loyalty and cheer  
I'll boost my brothers far and near,  
And hold thy precepts ever dear,  
Rotary, My Rotary.

Unselfishness we learn from thee,  
Rotary, My Rotary.  
To think, as thought of, we would be,  
Rotary, My Rotary.  
Thy standards high we will maintain,  
Uphold the right with might and main;  
Thy honored name we'll keep from stain,  
Rotary, My Rotary.

So louder now we swell the strain,  
Rotary, My Rotary.  
Inspire our hearts thy heights to gain,  
Rotary, My Rotary.  
Let truth and honor be our goal,  
Exalt the life—make sweet the soul,  
And ever on the chorus roll,  
Rotary, My Rotary.

### Rotary Clubs Should Study Business.

Attendance is really the most essential factor in the success of Rotary clubs, because attendance begets acquaintance, acquaintance begets friendship, friendship begets confidence, and confidence is the foundation of everything successful in business. How may attendance and interest be maintained.

Every set of officers in every Rotary club has probably found itself confronted by the question "What shall we do next?" The Rotary Club is an organization of business men and consequently, what could be of more value to them than the opportunity to get the best knowledge obtainable on the various branches of business activity.

For this reason, the San Francisco Rotary

## Come to Chicago on the 27th of February

The original Rotary Club (Chicago) will celebrate its eighth anniversary with a rousing meeting at one of the leading hotels in Chicago on Thursday evening the 27th of this month. President Emeritus Paul P. Harris will preside and he extends a cordial invitation to all Rotarians, who may be anywhere near Chicago at that time, to come and take part in this meeting.

Club has arbitrarily subdivided business activity into the following headings: Raw Materials, Manufacturing, Transportation, Selling and Distribution, Advertising, Credits and Collections, Purchasing, Accounting, Business Management, Finance, Organization and Promotion, and this list does not exhaust the available subjects.

Our plan is to appoint a special committee on each one of these subjects, giving them full power to arrange for one, two, three or as many more as they can fill with profitable and interesting matter on their particular subject. The subjects are taken up in the above rotation, devoting as many meetings as desirable to that particular subject and calling upon the members of the club whose business specially fits them to give information on that particular subject, also calling in, from the outside business world, men whose specialized training fits them to give accurate and valuable information on that subject. The committees have weeks or even months in advance to prepare for their particular meetings and after the regular business routine of each meeting is completed, the remainder of our meeting time is turned over to the special committee for the special program it has arranged.

Every business involves each one of these subjects in some degree and consequently this study by the Rotary Club of these various branches of business not only gives members expert information from those specially trained, but affords every member in the Club an opportunity to give his experience in that particular sub-division of business as worked out by him.

Business is a serious thing. A large portion of failures in business comes from ignorance. You cannot know too much about any business. The Rotary club cannot devote itself to anything more productive of individual and general good than the study of the best in modern business. A ROTARIAN.

#### Suggests a Rotary Colony.

Houston, Texas.

To the Editor:

I have had unusual opportunity to get in touch with The Homeseeker Problem and should consider myself guilty of extreme negligence and indifference were I to fail to express a line of thought which has grown out of the advantages which I have enjoyed.

Large areas of fertile lands in this attractive climate are man-less—

Certain sections of northern cities are congested with men—many of whom would be happier, healthier, more moral and more prosperous if placed, under proper conditions, on this man-less land.—

In many of the mines and mills are numbers of foreign-born farmers, who are making good wages and religiously saving their money to buy farms. Unless guided to farms in the United States, these men are likely to take their families and their savings back to their native land, where they will be less favorably situated than in this country.

Properly placed on farms here, these men will "make good," and will help us bring their friends from over the sea, and when their friends arrive, will help Americanize them.

The development and settlement of fertile idle lands will—to some extent—help hold down the cost of living and help in the solution of other national problems.

I take it that Rotarians—as Americans—are interested in seeing as many desirable men as possible moved from congested cities to proper farm environments.

I understand that there are individuals and interests which are interested even to the extent of financing colonies of such men.

What would you think of the establishment of the town of "Rotary, Texas," surrounded by a large, prosperous, happy community of men selected from the above named classes? It would be Some Monument to the spirit of Rotary, eh.

There are one or two large interests here which own large tracts of good cut-over timberlands, which would make good sites for such a community, and which they might be induced to furnish for such a community on very reasonable terms and at attractive prices—say five to ten dollars an acre.

When they were satisfied that the proper numbers and class of such settlers were forthcoming, they might even be induced to do something toward supplying houses and other essentials of ready-made farms.

Ultra conservatives will probably shy at a Rotary colony as being an impossible undertaking. But I believe that, in view of the extent to which it combines practical philanthropy and a good legitimate money-making opportunity, it will strike a responsive chord in the minds and hearts of many Rotarians who will consider it a practical and worth-while proposition.

This is a proposition which is more or less in the future, but right at the present time I shall appreciate your judgment of the idea. And, if you please, the names of some Rotarians who you think might be interested to, at least, give the matter consideration, looking to a possible investigation.

Very sincerely,

GEO. M. WOODWARD,

Former Secretary Houston Real Estate Exchange.

#### Newspapers Not Competitive.

The Rotary Club of Philadelphia has decided the newspapers of that city are not competitive and therefore the representatives of all the newspapers will be welcomed to membership in the club.

#### Give "The Rotarian" a Trial.

"In planning any systematic advertising campaign one of the first steps is a selection of the best medium, which naturally, is the one reaching the greatest number and most desirable class of people at the least proportionate cost."—R. F. Adams.

County assessors' lists often furnish names of prospective customers.

The place to get acquainted with Rotarians is at the Rotary Club meetings.



## WITH OUR ADVERTISERS

The new International Rotary lapel buttons have met with very general approval. Some of the clubs are presenting them to their members for bringing in an acceptable candidate for membership. In some cases a diamond is inserted in the hub and the button is presented to the president or some other faithful officer of the club. It has also been suggested that a small sapphire could be mounted in the hub thus carrying out the blue and gold color scheme. Maxwell & Berlet, the Rotary jewelers of Philadelphia, to whom credit is due for turning out these handsome buttons, are also making a de luxe line of Rotary jewelry, such as the watchfob shown on page 57.

The message of the Sheldon School of Salesmanship stirs men whenever it is presented to them by Arthur Frederick Sheldon or by one of his able staff of co-workers such as, for example, Mr. J. F. Drummond whose article appeared in the January issue. "Sheldonism" has been an inspiration and a help to hundreds if not thousands of Rotarians. In the Sheldon School's advertisement on page 63 there is just a hint as to "the royal road to success" which Sheldon has found.

The shipments of corn and oats made by W. P. Anderson & Co. to Boston, Philadelphia and New York do not stop there—at least much of the corn goes abroad, perhaps to Rotarians in the British Isles. This enterprising firm has men out in all the farming country for hundreds of miles around Chicago gathering data on present and future crops so as to increase the efficiency of their service to their customers. Secretary P. S. Bartlett's name appears for the first time in their announcement on page 60.

The dandy Artist who greets you on page 55 is on the staff of Gatchel & Manning the Philadelphia photo-engravers ("in one or more colors") and designers who have been established at the home of the old Liberty Bell for a quarter century. They make a special drive after the better grade and finish of work and their facilities are such that they very often can take care of (to a special advantage) requirements that could not be handled in some of the smaller places.

We should like to quote the entire contents of the January issue of the "Y and E" Idea—there is so much interesting matter in this house organ of the Yawman and Erbe Mfg. Co. We note that The Idea devotes a couple of pages in complimenting their Cleveland manager on the manner in which he took advantage of his opportunity to get out a meeting notice to the members of the Cleveland Rotary Club. On page 64 appears a list of the "Y and E" Rotarians. Boost for them. They are all good Rotarians.

If you want to get some real thrills when you come to Chicago ask Rotarian G. A. Roth to take you out in his automobile. Does he go some? He certainly does. We believe he can show DePalma a few things in cutting corners and leaping over tops of hills (see Burton's story in the March issue) but Roth's automobile and Roth's MOTORS—well, the latter "have excellent operating characteristics"—on page 59 you will find the rest of this story.

The picture on page 62 doesn't begin to do justice to the beauty and comfort to be found in the Radisson Hotel at Minneapolis. The next time you are in that part of the U. S. just go to the Radisson and see and experience for yourself.

The fact that Saint Louis is the great distributing point for the southwest should lead every Rotarian to consider carefully Rotarian Orcutt's offer of service made on page 54. Consign something to him. He will show you.

A floor finish that "does not scratch or mar white" is worth trying. On page 50 are to be found other particulars about the facilities of the Phoenix Paint and Varnish Co.

While you are looking at page 50 notice the advertisement of Peterson & Co. Surely you have some friend in Philadelphia to whom you can recommend this reliable firm of tailors.

On page 51 is the reproduction of an oriental rug picture just to indicate to you how Davis and Nahikian secure their large stock of rugs.

And then when you want to remember friends in Colorado with flowers you will see on that same page that Rotarian Root of Denver is there to serve you well.

### Common Sense Advertising—

Be fair with your Magazine.  
Not only advertise in it but  
aim to make your advertise-  
ment interesting and attrac-  
tive to the reader. Get up the  
best kind of copy and put it in

## THE ROTARIAN

## WHAT THE CLUBS ARE DOING

News Letters from the various Rotary clubs are arranged alphabetically, but each month the club appearing first is rotated to the end of the section.

### BELFAST (Ire.).



MR. HUGH BOYD.

This little picture of Mr. Hugh Boyd, the enthusiastic secretary of the Rotary Club, Belfast, is printed without his permission. We couldn't resist the temptation to show American Rotarians the moustache which Mr. Boyd lost on his way across the sea during his recent visit to the United States.—Editor.

### DETROIT (Mich.).



The Detroit club has just completed a year of remarkable progress, and the new officers are already hard at work with plans to surpass the past year's record.

The annual election was held December 11th, and resulted as follows:

President, Ed P. Andrew.  
First Vice-President, Harold Helmer.  
Second Vice-President, Wm. T. Gregory.  
Secretary, Elton F. Hascall.  
Treasurer, Ben G. Vernor.  
Statistician, Geo. F. W. Reid.  
Sergeant-at-arms, Lewis G. Gorton.  
Directors, Albert B. Lowrie, A. R. Cunningham, C. E. Knight, John E. Muphy, J. W. Ballantine.

The newly-elected officers were installed on January 8th.

The members enjoyed a "Tin Roof" Luncheon on December 18th, one hundred and seventeen being present. A "Tin Roof" Luncheon, for the benefit of the uninitiated, he it said, is "on the house" and on this occasion mine host, Fred Postal, of the Griswold, did himself proud.

D. H. BOWER, Assoc. Ed.

### HARRISBURG (Pa.).



The noonday luncheons at Rotarian Menger's restaurant are very enjoyable. Here is where the men can unbend and talk face to face about their business without any fear of one boring the other.

Our new secretary, Howard C. Fry, performs his duties with ability and despatch, and is proving a popular official.

In January, Rotarian Hibler will exhibit to the club the inside workings of the packing house of the Brelsford Packing and Storage Company.

In February an art exhibit will be given by E. B. Black, who is a connoisseur in that line, and in March the club will entertain the ladies.

Rotary has come to stay, but more organizations are needed to make it effective. There are many towns in Pennsylvania and other states that should have these clubs. With this object in view, a concerted movement should be made, under authority of the International Association, to present the object and advantages of Rotary in all cities where Rotary is not known. The more the Rotary sentiment is spread, and the more clubs that are formed, the stronger and more powerful will the organization become.

W. M. ROBISON, Assoc. Ed.

### HOUSTON (Texas).

Our next night meeting and banquet is to be a "Gridiron Club" affair. Rotarians individually, and local political conditions alike are to be placed "on the grill" and an extraordinarily interesting and enjoyable time is promised.

The guest of honor at our last month's meeting was Judge D. E. Garrett, Texas Congressman-at-large who addressed the club on "What Rotarian business men are interested in from the 63rd Congress." Other speakers were Brothers Richard Sullivan, Superintendent of the Houston Electric Co., Henry Studs, Geo. M. Woodward, and Bud Randolph. Our barrister member, George Sears, was the toastmaster, and special music by the Rotary Quartet was furnished. Brothers Horn and McCleary were the "heavies" on last month's program committee. Rotarians were luncheon guests on January 10th, of the Automatic Home Telephone Company and Brother Eb-

ersole and an instructive visit through the plant was a feature.

Recent visitors to our weekly luncheons were Rev. Dr. Silver, field secretary for the Episcopal Church, Colonel Louis Wortham of the Fort Worth Star-Telegram, Mr. Moulton of Birmingham, Ala., and Mr. Fitzgerald of New York.

Commencing with the new year, the weekly Bulletin assumes the form of a "Magazinettes," and the announcements share attention with club gossip. Rotarian Minister, Dr. Sam R. Hay, marshaled the club 100 strong to St. Paul's Church on January 12th, where we all listened to a splendid special Rotary sermon. Chartered trolley cars conveyed the members to the church and the event was a notable one. By the time this issue of "The Rotarian" appears clubs will have been organized in Galveston and Beaumont through the efforts of the local Rotary club.

The general committee for the preliminaries to securing the 1914 convention of the International Association of Rotary Clubs is to report at the next night meeting. The attendance contest between the "fats" and "leans" has been continued with Captains Coles and Graham in charge. The total membership including associate members now on the local roster is nearly 200, all representative of their respective trades and professions.

ROBT. H. CORNELL, Pres.

### JACKSONVILLE (Fla.).

The Jacksonville Rotary Club has a most generous executive in President George W. Clark, who has presented each member with a Rotary button. These buttons have already done a good work, being the cause of many pleasant Rotary chats on the street and around in business life.

The club met at the Burbridge on December 17th and had a "real good time" eating some very savory viands, smelling very beautiful roses, listening to good speeches and acting as "recipients" of the club emblems which did not come until the following day.

Mr. Clark was the most disappointed man at the meeting. For over a month he had been planning and working out the truly wondrous surprise. He was the direct cause of making the Philadelphia Rotarian jewelers work on Sunday!

Messrs. W. M. Stinson, F. O. Miller, R. N. Ellis, Jr., R. V. Covington, Myron L. Howard, F. C. Groover, George W. Hardee, Herbert B. Race, James D. Burbridge and Walter P. Corbett mingled seriousness with humor and kept everyone present thoroughly satisfied with life and that portion in particular.

He was the man who added largely to the receipts of the telegraph companies during the

### Painted Bulletin Service

City and Railroad Boards

**GOMEZ CO.** Houston, Texas

MAX JACOBS, Mgr.—Rotarian

Am going to "make good" with my Boss, who says---  
"Show me" Rotarian Magazine advertising pays a newspaper."

## We Can Help Hundreds of Rotarian Business- es to a Share of the Marvelous Pros- perity in Texas

It's been a bumper crop year—cotton alone \$350,000,000.00, "new money" mostly European. There's big business in Texas for the firm that goes after it.

## The Houston Chronicle

"The Great 'All Texas' Daily"

Has a "Co-operative and Sales Expansion Service Aid" for factory branches—new industries—popularizing new products and increasing distribution efficiency. And we have a Parcel Post Mail Order proposition—a little "try out Want Ad" in the Chronicle will PULL and PAY—BIG! Try it—a Sunday and six day Classified Ad 5c a word (or 30 days, 20c) with a 15 word minimum.

The Houston Chronicle has the largest sworn and verified circulation in Texas; covers Houston and 500 towns in the state. Carries more advertising than any publication in the great Southwest. Last year's gain 640,164 lines—total 7,415,632 lines for 1912.

Write for our "Sales Co-Operative Plan" Today or send a trial mail order Want Ad—NOW.

## The Houston Chronicle

"The Great Home Paper of Texas"

R. H. Cornell, Adv. Mgr. (Rotarian)

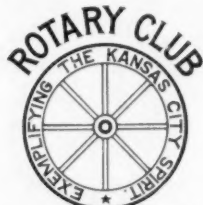
week before the meeting and then the buttons failed to come.

Mr. Clark not only spent the money but he worried and worked and "intrigued" to get those emblems here in time. He ought to be eulogized by the best speaker that the Rotary club can boast of.

Mr. Mills presented the club with as beautiful a bouquet of roses as could be imagined. Those lucky enough to sit near the center of the long table were at a loss which to enjoy most, the speeches, the dinner or the perfume of the flowers.

F. O. MILLER, Assoc. Ed.

### KANSAS CITY (Mo.).



### OF KANSAS CITY

The two most unique meetings of the year of the Kansas City Rotary Club were held in December. The first, "The Rotary Club at Play," was the occasion of previous guessing ad infinitum—on December 19 was held a luncheon at which each member was required to wear something indicative of his business.

Five prizes were awarded for the most original costumes—the first, \$15 in trade at Kline's Suit and Cloak Co., to Mr. Frank T. Riley, President of the Riley Publishing Co., for a coat plastered with labels and a label booklet to each member giving his (the member's) business and address.

Mr. G. F. Beach of the Kansas City Automobile Supply Co., who wore motor car chains for bracelets and necklaces and motor car light for epaulettes, to say nothing of horns, wrenches, funnels, spark plugs, etc., received second prize, a \$10 Smoking Jacket, given by Cooper & Woolworth.

President Burton Jenkins Pierce of the J. W. Jenkins Sons Music Company, was awarded third prize, \$5 in trade at the Luce Trunk Co.,

for a speech delivered through a talking machine.

Mr. R. S. Elliott of the Elliott Arms Company in complete hunting costume, received \$5 in trade at Munger's Laundry and Mr. Alpha Elberfield of the Alpha Floral Company, who wore about his neck an exquisite horse-shoe of flowers, was awarded a safety razor given by the Wengert-Bishop Hardware Co.

The latest and most approved shirt-stud for wear with a tuxedo was worn by Mr. A. M. Fellows of the Standard Briquet Co.—a life-size, semi-anthracite coal briquet mounted in gold(?).

The up-to-date Rotary baby is no longer encumbered with awkward dresses, but like Mr. Dean's baby, wears a shirt exactly like his father's made by Mr. R. E. Bainbridge, who wore the shirt pinned to his coat lapel and presented it to "Baltimore Hotel" Dean at this luncheon.

Brother E. R. Jones saved laundry and cleaning and pressing bills by wearing a suit made of paper made in his own plant, the Kansas City Paper House. He also wore paper collar, tie, dickey and chrysanthemum.

Dr. Archie N. Johnson escorted to the luncheon a tiny stork, made of pills, carrying a pill baby.

Mr. A. U. Morse set a new fashion in hats by making his own of unbraided cotton rope sold by A. U. Morse & Company.

The quiet serenity and general peacefulness of the luncheon was greatly disturbed by a gilt-buttoned bell boy rushing in and crying "Call for Mr. Pierce, call for Mr. Pierce." The excitement over so important a matter as a telegram almost saved Mr. Frank J. Dean, owner of the Hotel Baltimore, from recognition—but he insisted on being tipped liberally when found out.

And the members all went home to dream of the prizes they didn't get and of the general imbecility of judges anyway.

### Vol. II, Chapter 1.

According to established annual custom we invited our wives to dinner at the Rotary Hotel, The Baltimore, December 30th.

To establish a custom each wife, landed or to be landed, received a Christmas gift from the club itself—and incidentally so did a few good Rotarians.

Not according to established custom, how-

**O**UR Collection Department is efficient and makes collections promptly on all points. We also maintain a special Escrow Department which facilitates sales and purchases of land. We have correspondents at all banking points near Houston and shall be glad to direct prospective investors and settlers to them.

The courtesies of our Bank are cheerfully extended to Tourists.

Traveler's Checks. Letters of Credit.

## The Lumbermans National Bank

HOUSTON, TEXAS.

LYNN P. TALLEY, Cashier.

"The Rotary Bank of Houston."

ever, the three hundred members and guests, hungry and waiting, were requested to adjourn to the kitchen. From the St. Charles room down the waiters' stairs to the kitchen, where we were served with punch, we obediently went. Though every one was too well-bred to openly inquire, many a furtive glance and many a lifted eyebrow wondered if Brother Dean had just house-cleaned, or why the extraordinary order and cleanliness—this from the wives—of course the members understood that it was merely according to Rotary principle.

Back to the St. Charles Room again—the Reverend J. D. Ritchey offered the invocation which was followed by an organ and chimes selection and that by a song by the boy's choir of St. George's Episcopal Church. The entire three hundred members and guests then sang the "Adeste Fideles."

During the dinner Mr. David Grosch, Rotary voice teacher, sang several solos—(I'm glad I don't lisp, aren't you?).

Snapper favors containing paper caps were distributed and the caps worn; then came horns for every one—we were so enthusiastic about President Pierce's speech that we could hardly hear it.

The Reverend J. D. Ritchey of St. Paul's Episcopal Church spoke on the Christmas Spirit—his theme was that the Christmas spirit should last the entire year and not be all consumed at Christmas time.

Professor Wort Morse, Rotary violinist, rendered the "Hungarian Rhapsody," after which a telegram of greeting came from the New York Rotary Club. A message of greeting from International President Glenn C. Mead and delivered by Mr. Foster Reeder of the Philadelphia Rotary Club followed. President Pierce said he had received messages of greeting from about a dozen clubs of the United States and Canada and from Belfast, Ireland.

Mrs. Maclay Lyon, wife of Rotary Dr. Lyon, gave a soprano solo which was encored three times.

Mr. John H. Atwood, who was to have delivered an address, being ill, had his son-in-law, Mr. Price Wickersham, of St. Paul, speak for him.

Dr. E. Crombie Smith of the Linwood Episcopal Church expressed Rotary principle in an address thus: "Success must be subservient to service."

Following Dr. Smith's address Santa Claus, Mr. A. E. Hutchins, entered heavily laden with Rotary gifts—for each lady guest a handsome pair of sugar tongs and breaker with gold handles.

To Mr. Albert Pico, President of the French Club, he presented a huge book about the size of a wall-paper sample book, supposedly French, but really containing nothing. To the music of the orchestra, Mr. Pico sang the Marseillaise—he "got away with it, too."

Mr. Kornbrodt, who hasn't even a halo—not a single hair upon his poor head, was given a red wig—the other colors had all been used. He was required to sing "The Watch on the Rhine."

Dr. Frank Jahr received an accordion and Mr. John Wiles, president of the Commercial Club, a "great, big beautiful doll," after which he spoke on the trade relations of the Rotary club wives.

Mr. Haddon, service manager of the Hotel Baltimore, received a cane and umbrella case; Mr. Pierce a whip—his gavel not being sufficient to maintain order and obedience. Captain Connor, chairman of the membership committee, was given a toy watch and chain as a token of regard from those on the waiting list.

Mr. Russell Greiner received a picture of a fish almost as large as some of those he said he caught last summer at Duluth; and Uncle Tom Watts, Rotary plumber, was fittingly given a calendar with the wording "Rotary Club meets on Thursday, except when it meets on Wednesday," for Uncle Tom once came to lunch a day late.

Mr. Davis, of the Kansas City Wholesale Grocery Co., received a lemon larger than he has ever even tried to sell—after which THEY CALLED 150 TAXI-CABS.

WILLIS M. HAWKINS, Assoc. Ed.

## LOS ANGELES (Calif.).



Our club has enjoyed a year of prosperity, popularity and success.

Rotary has ceased to be full of possibilities—every day sees its actualities fulfilled.

Believing that it is more blessed to give than to receive, the club decided to bestow its share of the Christmas giving on the Children's Hospital.

Practically everything was donated, including the tree, decorations, gifts, clothing, blankets, etc. The whole year will be made brighter for the pain-racked children in the memories of this wonderful Christmas. The gifts that could not be utilized, for, owing to the generosity of the members of the club, there were many duplicates, have been laid away to amuse little sufferer who may be entering the hospital during the year.

Each child received three gifts, as well as warm clothing, and to see their patient little faces beam when they received some one thing for which they had asked in their letter to Santa Claus and which, in some peculiar way had found its way to the Rotary office, was well worth all the effort that had been expended. It was a simple thing to do and easily done, but it took the Rotary spirit to con-

## Pacific Adv. Distributors

Los Angeles, Cal.

Samples and Printed Matter Promptly and Properly Distributed in Los Angeles and Vicinity. Sign Tackling. Office 1009 W. 2nd.

Paul T. Wayne, Mgr., Member Los Angeles Rotary Club



centrate the pleasure to so deserving an institution and at such a joyous time.

Secretary Stephens was a most up-to-date Santa Claus, and where the children could not come to the tree, Santa Claus made them a personal visit, and all pain and affliction for the time being was forgotten. Each nurse in the hospital was remembered by the committee with a \$5 gold piece.

It was a wonderful time for everybody—for the children many of whom may not be here next year when Santa makes his annual visit; for the visitors who witnessed the demonstration of the Rotary spirit; and for the men who gave the celebration.

On the Friday preceding Christmas, the club presented its president, Mr. Roger M. Andrews, with a chest of silver. Mr. Walton J. Wood, the vice-president, made the presentation speech, which was a beautiful tribute to the man who has worked so hard for the success of the club.

At this meeting one of the members, Mr. C. E. McClay, was presented a Rotary button, which will be later taken up by a solid gold one with the International emblem, as an evidence of the club's appreciation of his act of bravery in saving the life of a woman in the Hotel St. George fire. Fire Chief Ely, who has been made an honorary member of the club, was also presented a button for saving the lives of three people in the same fire.

Traffic Officer Johnson, whom the Rotary club has discovered to be truly Rotarian, even if not a member of the club, was also presented a button. He saved four lives at the risk of his own at his station.

Trading between Rotarians has received a fresh impetus in the shape of twelve silver cups donated to the club by Feagans and Company, the jewelers. A record of business done during the month, with Rotarians, will be kept in the Secretary's office. One cup will be awarded each month to the member in good standing who has patronized the most Rotarians during the month. The member winning the cup is to retain the same.

The members find themselves looking forward with great anticipation to the luncheons, which are always interesting. The members are encouraged to talk of themselves and their business—in fact the president will not take "no" for an answer whenever he calls upon a member.

E. McHENRY, Assoc. Ed.

### OAKLAND (Cal.).



The first 1913 meeting of the Oakland Rotary Club was held in the Hotel Oakland, the new \$2,000,000 establishment which was thrown open to the public on Christmas, and never before in our history was there such an outpouring of members as there was to attend that dinner of January 2. Mr. Golden L. Downing and Mr. Victor Reiter, secretary and manager, respectively, of the hotel, are both Rotarians. It was voted to hold all club functions at "The Oakland" in the future.

The principal speaker of the day was H. R. Basford, the newly-elected president of the San Francisco club, who gave his views of the outcome of Rotarianism and plans for the new year.

At a recent session of the Oakland Rotary Club Rev. A. W. Palmer spoke upon the necessity of children's playgrounds for the city. Mr. Palmer is vitally interested in this work, being honored with a directorship in the Park Commission here. He enlisted the Rotarians in his campaign.

Vice-President Perkins recently delivered a masterful address, "The Destiny of Rotary-Brotherhood in Business," from which I am sending the following extracts:

"Brotherhood in business will be reached when Rotary club members have for their ideal all that is best in business and civic life.

"Its standards are that its members shall treat all with whom they come in contact fairly, give honest weight and measure to their patrons, pure food, drugs and the best in everything the market affords, stand back of their guaranty in the broad sense, who only ask a 'Fair day's work for a fair day's pay' of their employees.

"When this time comes and we as an organization can lend our influence in our clubs and outside to put down strife, settle strikes and promote civic welfare thereby doing our part in the community in which we live, we can assist our members to attain greater efficiency in business, cutting our 'lost motion,' reducing the cost thereby receiving a better day's profit which will benefit the public, our employes and ourselves because when we 'Help ourselves we help others.' This is a realizable ideal and Rotary should mean just that.

"If any member needs advice or help, let us as individuals give it, or if a family of a departed member needs either advice or assistance in time of need, let it be forthcoming quickly, thus showing the brotherhood existing in Rotary.

"Our principle has always been 'He who serves most serves best' and our service to one another, as well as our patrons, gets us away from self. Then it becomes a joy to serve.

"Our standing should be such that membership in our club is a guarantee anywhere that he pays his debts, gives every one a square deal, is a good citizen and an upright man.

"Then Rotary will be on a footing that will stand for all time."

E. L. ORMSBY, Assoc. Ed.

"Other things being equal, the man sells the most goods who asks people to buy most frequently, and most persuasively. It pays to ask."—Geo. Ethridge.

### EDWIN J. SCHOETTLE CO.

ROTARY MEMBERS

Paper Boxes and Mailing Tubes

237 N. Sixth Street,

PHILADELPHIA

JOSEPH T. KINSLEY, President & Gen'l Manager  
(Member Rotary Club)

W. H. YONKER, Secretary & Treasurer

# Pennsylvania Taximeter Cab Company

(INCORPORATED)

BELLEVUE-STRATFORD SERVICE  
TAXI-CABS AND PACKARD TOURING CARS

Best  
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At Your Call  
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for Sightseeing  
Trips

BELL Locust 28-73

TELEPHONES

KEYSTONE Race 9-69

## New Modern Bellevue-Stratford Garage

For the Storage and Care of Permanent and Transient Cars  
Also Sales Department Equipped with a Full Line of Accessories

1401-3-5-7 Locust Street - Philadelphia

Monthly Charge Accounts for the Convenience of Rotary Club Members

## PHILADELPHIA (Pa.).



Rotarian F. C. Morrell, of the Lloyd-Garrett company, has taken the entire building at 15th and Locust streets, to accommodate his growing business.

Rotarian Albert E. Turner, after a very delightful trip to Panama, entertained the members at the December dinner with a fine illustrated lecture on the Panama Canal. Mr. Turner has visited the Isthmus several times, and showed a pleasing familiarity with his subject.

President Berlet is spending some time visiting the Rotary clubs in this vicinity. A mighty good speaker and a mighty nice fellow, he is bound to make a good impression wherever he goes, and be a credit to the Philadelphia club.

International President Mead is busy working out the many problems connected with the International body. He is not always able to attend our mid-week luncheons nowadays and we miss him, for he is always ready with a good Rotarian talk when called upon.

An "International Convention Committee" has been appointed by the president with the idea of inciting interest and enthusiasm in connection with the next convention at Buffalo. With Rotarian H. S. Evans at the head of this committee, and an able corps of assistants, success is already assured, and we are looking forward toward sending a large delegation.

Chairman Sheppard, of the Speakers' Committee, has arranged a very attractive program for the next few months. He is deserving of great credit for his excellent selection of speakers and subjects at our monthly dinners.

"How Rotary Impresses Me" furnishes an excellent topic at luncheons, and in the absence of regular speakers, this subject can always be relied upon to bring out interesting ideas from members, especially when they speak extemporaneously. There is no question but that insofar as our club is concerned, the strictly commercial idea has little foothold, and scientized acquaintance is the order of the day.

We acknowledge in The Rotarian the many messages of good will for the holiday season received from other clubs. All are heartily reciprocated to the fullest extent.

CHAS. A. TYLER, Assoc. Ed.

How often do we hear the remark: "I wish I knew where to get this or that." When Rotarians hear it they get busy and furnish the information which acquaintance in Rotary prepares them to furnish.

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## SALT LAKE CITY (Utah).



The Salt Lake Rotary Club, in making its bow in these columns, desires to wish each and every Rotarian all over the world a hearty Rotary greeting and best wishes for a prosperous New Year.

While we have not been regular contributors to the Rotarian is no indication that we have been "asleep at the switch," as we pride ourselves on being among the live ones in Salt Lake business circles and the amount of interest taken in the club is indicated by a very high average attendance at weekly luncheons at the Utah Hotel, one of the most modern hotels in the United States—you are all invited to come out and verify it.

Any traveling Rotarians who pass through Salt Lake City on a Tuesday are cordially invited to notify Host Relf of the Utah and meet with us at the 12:30 luncheon.

Just north of Salt Lake City, approximately twenty-five miles, lies Morgan, a live and prosperous farming locality just over the range of the Wasatch mountains. While comparatively near to us and with an abundance of farm products of a superior grade, there is no road over the mountains whereby the people of that territory may drive to the capital of Utah, not only to market its wares but enjoy the advantages of purchasing from the large and well assorted stocks naturally to be found in our city.

Not only that, but this trip were it possible to make it would lead one out of Salt Lake City thru City Creek Canon on the south side and into Hardscrabble Canon on the north side of the range the beauties of which would bankrupt the English language to describe but which could be enjoyed not only by those living in Morgan county but by the thousands of pleasure seekers in automobiles and on horseback who would flock to such a place

were it possible to reach it in any kind of a conveyance.

With this in mind and the great advantage it would be to Morgan county and to the merchants of Salt Lake City could it be accomplished, it being estimated that it would add \$100,000 to \$200,000 to our trade yearly, the Salt Lake Rotary Club recently engaged a special train on the Oregon Short Line. Some sixty members, about 75 per cent of the club membership, went to Morgan where they were met by the citizens of that enterprising town including the County Commissioners and Member of the State House of Representatives, and made known their plan to take the necessary steps toward building a road over the mountains between these two cities.

The Morganites received us with open arms and with their officials agreed to meet their portion of the preliminary expense. The Rotary Club guaranteed a fund of \$500.00 to arrive at probable cost of such a road and engaged immediately an engineer to make preliminary survey. While there may be some considerable work to this state improvement, Governor Spry, who accompanied the Rotary Club on the trip as its guest, assured all that he was with us and would do all in his power to see that it met with success. This is only one of the things which the Rotary Club hopes to do for the benefit of the City of Salt Lake and the State of Utah and we believe it is an exemplification of Rotarianism in its broadest sense.

G. E. HANCOCK, Assoc. Ed.

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## SAN FRANCISCO (Cal.).



Here's the new president of the San Francisco Rotary Club, a man who has not been identified with the club for very long, but whose capabilities for leadership were promptly recognized.



H. R. BASFORD

President of San Francisco Rotary Club.

Much is expected from him, as an executive with the same large measure of success that has attended him in business.

For bread and butter he manages the Ruud Automatic Water Heater Co., 428 Sutter St., San Francisco, and judging from the size of his waistcoat he sure gets some butter.

Although only on the job for a month he is already in touch with other presidents to get their ideas and suggestions, and has put a large part of his own intense enthusiasm into every officer and committeeman in the club.

In his inaugural address President Basford, in the following remarks, gave his impressions of Rotary:

"Duluth! I feel that the name is immortalized in Rotarianism, for it was there that the movement was reborn, and to those who attended that convention it will always be an epoch in their lives, because of the new thought which it engendered within everyone there, and the broadening influence of enlightened selfishness, which shows the way that in serving our fellow-members we are best serving ourselves.

"Rotarianism has no place for the man who is always looking for how much he can take out of it, and how little he can put in. The highest things he can get out of Rotarianism are:

## Hotel Griswold

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A strictly modern and up-to-date hotel.  
The finest cafe west of New York.

European Plan, \$1.50 per day and up

**The Postal Hotel Co.**  
**Proprietors**

Represented in Detroit Rotary Club

"The general knowledge of many forms of business.

"The broadening influence of hearing the other fellows' views.

"The spirit of brotherly kindness applied in a practical way to business.

"The lesson of service to others, which when learned, gives us the greatest happiness we will ever know.

"The individuality which comes to us stamping us as the representative of our line of business.

"The warm first name friendships we make, and the knowledge that at least one man in every line of business in our city believes in us, and lifts us out of that worst of slaveries, servitude of self.

"Enlightened selfishness! What does it mean? I believe it means the collective cracking of the hard shell of self in business life, realizing that the best good comes to him who gives most of himself to others.

"Did it ever occur to you that the man who is a true Rotarian is pretty apt to be well thought of by everyone with whom he comes in contact in the world in general.

"I believe that if a man never learns another thing from Rotarianism than this principle which teaches him to give of himself all that is best in him to his club, and to serve his fellow-members, learning something of them, aiding them, lifting himself out of the servitude of self only, in which the rush of modern business is so apt to enmesh him, he has obtained that which will make him a factor in the world, something which collectively will lift all mankind at last to that ideal which was preached by the Nazarene (who after all was the most practical and far-sighted man that ever lived), and his reward will be a higher, happier and contented life.

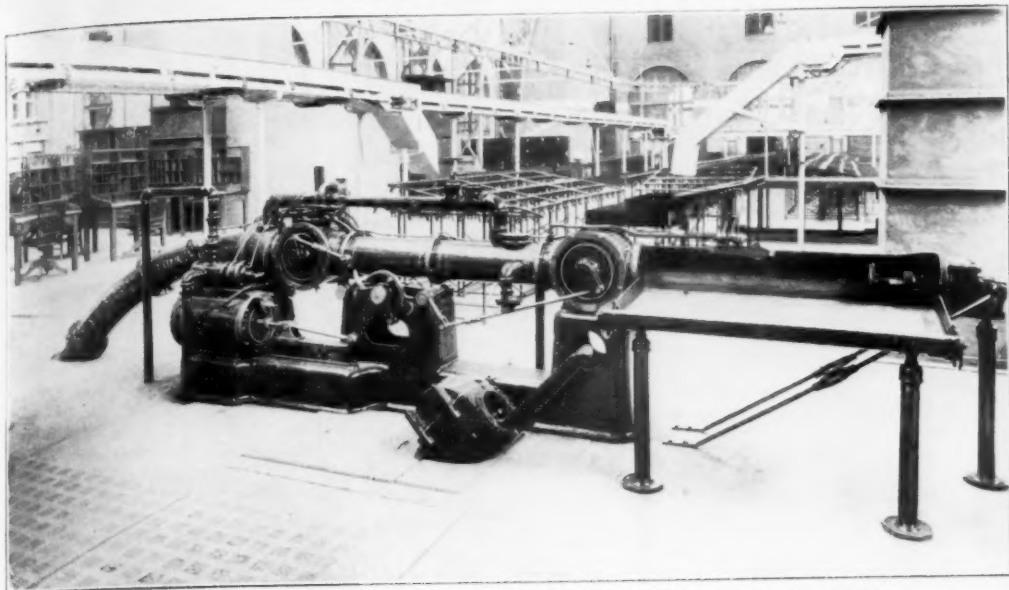
"Take envy, hatred and deceit out of life and you have heaven right here on earth."

President Basford's remarks were received with hearty applause from the club.

W. BASHFORD SMITH, Assoc. Ed.

"I have tried to make all my acts and commercial moves the result of definite consideration and sound judgment. There were never any great ventures or risks. I practiced honest, slow-growing business methods, and tried to back them with energy and good system."—Marshall Field.





PNEUMATIC MAIL TUBE TERMINAL, ST. LOUIS POST OFFICE

## ST. LOUIS (Mo.).



The best and most interesting evening meeting of the St. Louis Rotary Club for many months was held January 2 in the banquet room of the Missouri Athletic Club. After a most enjoyable dinner each member present had something good to say about some other fellow's business.

The Club undertook to settle a little trouble between two of its members at this meeting.

Mr. Walter D. Thompson, our Accident Insurance man, accused Mr. J. H. Buettner, our Furniture man, of a heinous crime. Mr. Buettner in reply stated in mitigation thereof that Mr. Thompson had refused to pay for the furnishings of his house. They both agreed to submit their grievances to the Club and Mr. C. W. Rutledge, our lawyer member, was selected to act as judge. A jury was selected and each side was represented by counsel. A most interesting mock trial was held.

After hearing many witnesses, good, bad and mostly evasive, the judge decided both guilty and sentenced them to shake hands and forget their troubles. The judge also ordered President Stafford to buy whatever the members wanted because he had brought the club's attention to the trouble between these two members.

A very interesting and most instructive lecture on Postal Pneumatic Tube Service for

the United States Mails was then delivered by Mr. J. H. Butler of the St. Louis Pneumatic Tube Company and a live member of the St. Louis Rotary Club.

This lecture was illustrated by stereopticon views of the recently opened new St. Louis post office and by views of all the pneumatic tube systems in Europe, and the United States. The various and different systems as shown were described in detail. St. Louis now has the most modernly equipped post office in the world. Its automatic labor saving conveyors and devices of all kinds were furnished by a member of the St. Louis Rotary Club at a cost of \$80,000.00. The above cut shows pneumatic tube and labor saving devices at present in the St. Louis post office.

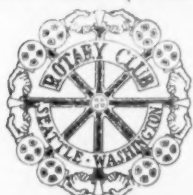
Views and moving pictures were shown of a new automatically controlled electric railway which has been designed for the use of the United States government in handling the Parcel Post. These pictures showed the railway at work and were taken at the demonstration plant.

Mr. Butler described the uses of the new device for taking all mails and small goods traffic off the crowded and congested streets of the large cities. He also described the especial needs of St. Louis and East St. Louis for more pneumatic tube service for the expeditious handling of mails and parcels post.

President Stafford complimented Mr. Butler on his grasp of every detail of his business and the comprehensive manner in which he brought it before his audience. The president also stated that if each member of the club had the same grasp on the detail and development of his business as that shown by the speaker of the evening, the St. Louis Rotary Club would soon attain the foremost position among the Rotary clubs in the Association.

A. D. GRANT, Sec'y.

## SEATTLE (Wash.).



On the evening of December 11, the retailers of the club held their annual Christmas Suggestion and Exhibition. The Moose room at the Rathskeller was gorgeously decorated and lighted, containing twenty-four as complete and tastily arranged exhibits as one could wish to see. A twenty thousand dollar fire insurance policy furnished by our fire insurance member, "Santa" Clause, aided in the encouragement of the retailers in furnishing many expensive exhibits, running as high in value as five thousand dollars. Each exhibitor donated a valuable prize, numbers being given out from each booth by the attendant.

After "Santa" Clause had stripped the Christmas tree of over fifty gifts and each child had been made happy with a half-pound box of candy he made the rounds calling at each booth, and drawing from the duplicate numbers, awarded the prize to the holder of the lucky hieroglyphic. Sandwiches, cake and coffee were served from the retail grocery-men's booth. About three hundred Rotarians and wives were given the pleasure of familiarizing themselves with the lines handled by the retail business men of the club. The event was a big success.

December 18 the club was favored by a visit from our Governor-Elect, Ernest Lister. A beautiful floral horseshoe was presented the honorable guest, the drawing power of which was demonstrated when it was discovered that he held the lucky number in the weekly prize drawing.

A number of efficiency articles are being prepared by members of the club, for the weekly meetings during the early part of 1913.

L. F. ALLEN, Sec'y.

## SIOUX CITY (Iowa).



The Sioux City club, organized temporarily in July, was permanently organized September 30, with 28 members. It met with great success from this time on, and our membership now numbers 83; there being out of this list, one honorary member and seven associate members.

The early history of the Sioux City club is perhaps similar to that of most of the other clubs organized, in that at first considerable "educational work" had to be done in order to get the members and prospects thoroughly familiar with just what the Rotary Idea is. I am very glad to say that no mistakes have

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been made in our membership; and but very few of them can be improved upon. In nearly every line, we number the leading representative of his particular class.

We have conducted several interesting "contests" for prizes put up by various members, including a \$10.00 savings bank account won by George H. Clark, of the Woolworth Store; a ton of hard coal secured by Guy H. Taylor, our Rotarian Printer; two "Squires made-to-measure shirts," won by Freeman Authier of The Authier Style Shop. Additional contributions have been proffered, including a plumbing fixture by M. J. Orr, a pair of \$5.00 shoes by Len O'Harrow, a liberal supply of soap by J. A. Newton of Haskins Bros. Soap Co., and several other items for future contests.

An innovation that has met with enthusiastic reception by our members has been the issue of The Weekly Punch, which includes besides the regular weekly announcements, contributions from members, and general Rotary information. This is self-supporting, through advertisement cards of members. We are mailing one of these to each of the various clubs, and would like to have them all mail us their printed matter, announcements, letters, etc., every week. The Punch is no "joke." It is intended for a "hit."

We hope hereafter to be able to report something interesting every month in The Rotarian and to demonstrate that the Sioux City Rotarians are "Good Indians, but live ones."

JOHN O. KNUTSON, Assoc. Ed.

## SPOKANE (Wash.).



The month of December was particularly bright for the local club, Rotarianism going forward steadily with good results to the members and a better feeling for the advancement of the general business of the club.

Since its inauguration the Spokane club has seen two active meetings each week of either a part or the whole of its membership. The trustees of the club meet every Monday and it is very seldom that one of the eleven business men comprising the board fails to show up. All other business is laid aside for Rotary work and there has been some strong inside work accomplished. The weekly meetings of the club have seen a strong tendency to get back to the business basis and away from the social and entertainment idea. The fact that the club is getting "along in years" and is far past the formative stage, calls for a new tone of work and a club of real results is now the desire of every active member.

The Spokane club started December with a monster Christmas show which eclipsed anything of a like nature ever held in the city. It was a show of the products of the members and there were few in the club that did not avail themselves of the opportunity to advertise what they sell. A long list of prizes were given, principally to the women Rotarians, in a number of contests that were put on for their advertising value. The exhibits filled two large rooms, the ball room and the banquet room, at the Masonic Temple and there was something doing every minute. An active committee in charge of the show had brought out the best that the club could boast.

With the New Year's issue of The Rotarian as the opening wedge, the local club started an industrial campaign which is expected to bring results. In this it is working in harmony with the sentiments of the other business organizations although its campaign is purely Rotarian and backed by the Rotarians.

Although the month-end meetings almost conflicted with the Christmas and New Year holidays, this had no effect on the attendance at the gatherings in the Hall of the Doges, where the weekly meetings are held every Thursday. A banner crowd came out each week.

CHESTER L. WYNN, Assoc. Ed.

AUGUST  
17 to 23

BUFFALO

ROTARY  
CONVENTION

BUFFALO

AUGUST  
17 to 23



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## SUPERIOR (Wis.).



To a representative gathering of Superior's hustling business men and a notable delegation from the Twin Cities, the Rotary Club of Superior was host at the Optimists' Banquet the evening of January 7th. In the full enjoyment of an elaborate and satisfying menu the two hundred and fifty present, absorbed each phrase of the scholarly address of President Elliott of the Northern Pacific Railway, who was the guest of honor.

Beginning with appreciative references to the large party which met the Twin Cities special train at Carlton, the welcome at the Union station in Superior and the greetings at the Commercial Club where the visitors were all made to feel at home, "many of them four times," the great railway organizer took up the romantic struggle of the early Northern Pacific to maintain an existence in the wilds of the Northwest. This was followed by modest statements as to the present great railway system. The guests were made to realize more firmly than ever before that the Northern Pacific with over six thousand miles of trackage in a great productive domain, and the city of Superior with its miles of harbor frontage, coal docks, ore docks, grain elevators and terminal areas, are interdependent and will develop with reciprocal benefit.

The present attitude of legislatures and commissions toward railway managements and the consequent difficulty of interesting the necessarily large amount of capital required in railway development was also carefully and impartially presented. From a few authoritative quotations we (being optimists) see a change for the better.

Hon. Frank A. Ross, circuit judge, in a manner both genial and dignified ably presided as toastmaster. Other speakers were Mr. A. J. Wentzel, "Superior Today," Mr. J. T. Murphy, of the Superior Telegram, "Our Guests," and Mr. J. S. Konkel, the first mayor of Superior under commission form of city government, "Prospects." President Hartley in presenting the toastmaster explained a few Rotary principles which were received with cheers.

Yes, we are sure that Rotary is getting in right in Superior. We are not taking members in twenty-six at a meeting at la Syracuse; but we are making substantial gains of the substantial kind; and best of all the early misconceptions of others, not in the club, in regard to Rotary, are being thoroughly dispelled.

J. P. O'CONNOR, Assoc. Ed.

Lawrence Miller, Real Estate Rotarian of Dallas, Texas, tells us in the January "System" how to make a success out of an un-seasonable real estate sale.

## SYRACUSE (N. Y.).



Members of the Syracuse Rotary Club have been invited to attend, with the Buffalo club, a dinner to be given by the Rochester club at Rochester on Lincoln's Birthday, February 12. These inter-club affairs are doing a whole lot toward strengthening the individual clubs.

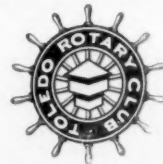
The way Rotary is booming in Syracuse and the strong hold that the club seems to be exerting on its membership is more and more a surprise and delight. We have some good strong committees, and it has been our aim to distribute the work as largely as possible to the entire membership. We always try to have something a little out of the ordinary at each of the dinners or luncheons, and so far have succeeded.

Business men of the older generation, who a few months ago would have laughed at us if we had tried to interest them in the Rotary club, are now asking how they can get in. Our membership, without any attempt at solicitation has increased to 153, all of whom are living up to the rules in regard to attendance, etc.

We of the Syracuse club feel that we are prospering and progressing in Rotary.

ROY VAN BENSCHOTEN, Assoc. Ed.

## TOLEDO (Ohio).



The Toledo Rotary Club continues to grow in that same manner that has characterized its progress since the birth of the organization last May. The reason for this most satisfactory growth is clearly evident to any one attending a meeting of the club. When one notes, not only our excellent attendance, but gets a line on the interest and enthusiasm manifested, it is clearly evident why this club has gone ahead.

And what good fellowship! What an excellent opportunity to make real friends!

Only eight months old and we have seventy of the best members that ever joined any organization any where, many of them men of affairs, who have, willingly, or, perhaps, in a few cases, unwillingly, been stung by the "Rotary Bug" and now they find real happiness and real pleasure in their endeavors to help the other fellow.

We meet every Friday noon at 12 o'clock for luncheon, and the attendance every week is really remarkable. Our monthly meetings.

with a 6:30 dinner, are held on the second Tuesday of each month.

If a member misses one of these meetings it is certain there is some very good reason for his failure to attend. Most of our members have attended all the monthly meetings and quite a number have attended every noon-day luncheon since they were admitted.

Our last monthly meeting was held December 17th, at the Toledo Commerce Club, and like the preceding meetings, was well attended. Place cards, Rotary Wheels, through the center of which were drawn beautiful rose buds, made a pleasing effect on the white linen. After a splendid meal brightened by Rotary chatter, and short talks, by several members, the entire party went to Keith's Theater, where they occupied the lower boxes.

One of the artists on the bill had been a guest at our dinner and had contributed in a most humorous way to our enjoyment. When this artist appeared on the stage, he wore the Rotary place card and rose bud and was given a warm Rotarian hand. Later in the show two other artists made requests for Rotary emblems and rose buds and these requests were quickly granted by members who sat as near the stage as they could get.

New members are being admitted each week and the work of our membership committee is high class and most commendable. Our members are carefully "hand-picked." The motto is "Not how many, but how good."

It does one good to see how quickly some of the new members get the real Rotary spirit. As an antidote for selfishness the Rotary spirit is certainly the "best thing in the market." Yet it is as old as the hills, but has come to us in a new form.

It is proposed to have the Rotary motto hung in the office of each member and this will probably be done in the near future. It is a good guess that some of our members are getting more enjoyment out of Rotary than they ever were able to find at any previous time in their lives. It has been said that "Happiness is a by-product of work well done." Truly the real road to happiness is work. There is no doubt of that.

When you combine the Rotarian spirit with the happiness that comes from work well done it can be seen that after all there is something in this great commercial and professional strife that is worth while.

Our prospects for 1913 are very nicely expressed in lines penned by one of our members, as follows:

#### The New Year—1913

On the threshold, lo, the new year  
Stands with majesty and power;  
In his open hands forthholding  
Opportunities, each hour.

Optimism, hope he brings us;  
Most inspiring—valiant—grand;  
Quick'ning in us splendid courage  
For the truth and right to stand.

Co-operation in his left hand,  
Altruism in his right;  
Patience, perseverance, progress  
Blend, his glowing face to light.

This the vision, men—behold it,  
Gird your loins—renew the fight;  
Thus your year of nineteen thirteen  
Will successful be and bright.

GEORGE E. HARDY, Assoc. Ed.



First Illustration of the  
INTERNATIONAL ROTARY FOB  
Courtesy of The Makers

**MAXWELL & BERLET**  
Incorporated  
Philadelphia - Atlantic City

#### WORCESTER (Mass.).

While we are not able to announce any great increase in membership recently we are advancing satisfactorily and show a gradual increase in membership. Our aim is quality more than quantity. Our noon-day meetings are attended by between 40 and 50 per cent of our entire membership and the monthly meetings by a higher per cent.

We are hiring Horticultural Hall, which is one of the largest halls in the City, seating about 500 people, for a banquet at which we will entertain Mr. Tim Thrift, advertising manager of the American Multigraph Sales Company of Cleveland, Ohio. Mr. Thrift is to address us on the subject of advertising by mail, the title of his lecture being "Let Uncle Sam Do Your Advertising."

We have invited to this lecture the Merchants Association, the Board of Trade, the Publicity Association and Builders' Exchange, in fact all the business men of our city. We expect to have a most enjoyable and beneficial affair.

R. H. WHITNEY, President.

Button, button, who's got the button?

Maxwell & Berlet have produced a very handsome Rotary lapel button. Every Rotarian should provide himself with one. Tell your secretary to get one for you.



**BALTIMORE (Md.).**

This is the season of the year when we are prone to review the events which have past, but it is not within my power to chronicle the happenings of the Baltimore Rotary Club during 1912, as my term of membership only dates back half that time. There has been a steady growth both in numbers and interest, and the prospects for 1913 exceed by far my prophetic visions. As we gathered round the festive board at our last weekly luncheon for the year, many wishes of good fellowship were heard on every hand, and among the toasts that were drunk was to "The Rotary Club, its future and greater success."

Our club is rapidly forging to the front among Baltimore's most prominent fellowships. We command a position of respect and prestige which is rare in this old conservative city, considering the short existence of our organization. One of our chief problems now is the handling of the many proposals for membership, which gives evidence of the desirability of belonging to such an organization.

We have on hand many plans for the coming year, beginning with an opening gun in the form of a large banquet during the month of January which will surpass all others in the unusualness of its setting. Baltimore is known as a gastronomic center, and the Rotary Hotel is the center of that center. If any out-of-town Rotarians do not avail themselves of an opportunity to mingle in our midst during their sojourn in the Monumental City, they will miss a golden opportunity of seeing and being seen by their Baltimore brother Rotarians.

LEROY K. MURRILL, Assoc. Ed.

**BOSTON (Mass.).**

We are still hearing echoes from our great Exhibition, held in December. It certainly did make Rotary known to its own members, so far as their lines of business are concerned, and to a part of Boston at least. The only kicks which have been registered are from those who did not have vision enough to take space and exhibit and from those who had too little space. The unanimous sentiment now is for a larger exhibition next November. By that time we ought to have somewhere around 300 members and at least 215 of these will be able to exhibit goods.

I want to challenge the Dublin club in the statement made in its news letter in the January ROTARIAN saying, "Dublin is the first Rotary club to organize a Business Exhibition." I wish, at the same time, to congratulate it on doing what we were at the same time accomplishing.

I presume our Exhibition cost the exhibitors about \$6,000 or more. If we had been obliged to stage the whole show at first cost, the

expense would have been \$10,000 more. But Rotarian E. W. Campbell lent us high-priced decorations, booths, pergolas, electric flowers, etc., at a small price. As one result of the exhibition we had fifty-two nominations for membership in December. Of course the Membership Committee will probably prune the list down. We also had quite a number of applications for membership from men in lines already represented in the club. Some of these have been placed on the waiting list.

One pleasant feature of the Exhibition was the box of souvenirs given to each member of the club to be presented by him to his wife or "enamored." The box contained forty-one gifts. None of them were expensive, nor was it desirable that they should be, but they were useful and some were very ornamental. The Exchange Trust Co. (its president, J. J. Martin being a Rotarian), gave a certificate of deposit for \$1. The holder could present it at the bank and get the dollar or use it as the beginning of a savings bank account for the "kiddie." It was a good "ad." for the bank and the bank secured a goodly number of new accounts through it. These boxes were distributed on the Monday night after the Exhibition, when we held a Ladies' Gift Night. The program consisted of an entertainment by the Boston Quintette, a short business meeting, refreshments, dancing, and distribution of the boxes. It was a truly delightful affair enabling the members to get acquainted with each other's families.

Our next event of importance will be the annual Ladies' Night and Banquet, February 10th.

The Fraternal Committee has decided to follow the lead of some of the other clubs and have an attendance contest at luncheon. It seems impossible for us to get out fifty men at luncheon. We seem glued to an average of forty-five. Time, perhaps, will develop our numbers in interest and enthusiasm. We hope so.

W. J. SHOLAR, Assoc. Ed.

**CAMDEN (N. J.).**

The first dinner meeting of the Camden Rotary Club took place January 7. Forty out of a possible forty-four attended.

The growth of the club has already exceeded the expectations of its most enthusiastic founders. Never has a new organization in Camden sprung into life and taken form more quickly or taken a surer hold on its membership.

The dinner, of which it is the intention of the club to have ten in each year, July and August being excepted, had been planned to be a meal such as the ordinary business man would enjoy at the end of his day's work—a departure from the usual run of "banquets."

International President Glenn C. Mead made his appearance and was greeted by the entire membership present rising as a testimony of respect and esteem.

Near the conclusion of the meal, Mr. H. J. Dudley announced that the Committee had seen fit to purchase some souvenirs for the occasion. The waiters then passed around to each member a white paste-board box tied with colored string. The eagerness with which they were opened may well be imagined. The hoax

was complete. Each box contained a piece of cotton batting, with a large nail pierced through it, and a match—nothing more. An emblematic meaning suggests that the cotton batting is a "soft thing" which no member should fail to seize when he gets a chance; that should always "strike the nail on the head" and the third article indicated that Camden has a "match" for anything that can be done or produced anywhere.

An honorary membership in the club was voted to Mr. Wm. G. Oakes, of the Philadelphia Rotary Club, in grateful appreciation for his untiring efforts in establishing the Camden Rotary Club. The second resolution provided for an honorary membership for Mr. Frederick Himmelein, Jr., also of the Philadelphia club, for his hospitality and generous use of his home for holding preliminary meetings prior to the formation of the club in Camden.

International President Glenn C. Mead then made an address. His opinion was that the Camden club was most scientifically formed and, although just on the threshold of its existence, was already in shape to do business and carry out the Rotary idea. He predicted a great future for the new organization owing to the fact that such earnestness of purpose was displayed. "A Rotary club," said President Mead, "provides a great opportunity for every individual connected with it if he avails himself of the advantages it offers. Nobody gets anything now-a-days brought to him on a silver platter. We all have to get out and hustle to make a living. But the opportunity is the important thing and Rotary clubs all over the

land are furnishing opportunities to hundreds of men."

Mr. L. A. Hawkes, general manager for the Howard Hunt Pen Company of Camden, entertained the members by a very enlightening talk on the manufacture of the modern steel pen, taking the members through his plant, by aid of a stereopticon machine.

This concluded the program; the members informally proceeded to get closer acquainted with each other and a general good time ensued.

Meanwhile the board of directors held their first regular meeting, at which the important business transacted was the adoption of a resolution to affiliate the Camden Rotary Club with the International Association of Rotary Clubs.

Cordiality and good fellowship were displayed on all sides and when the members finally departed, the hotel the hour was late and all of them felt that the evening had been profitably as well as enjoyably spent.

Membership January 7, 1913, 44.

Slogan "150 by December 1st, 1913."

"Watch Us Grow"—stolen, but fits the case exactly.

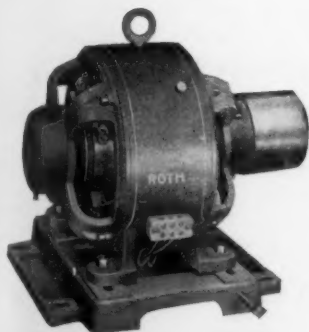
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## CHICAGO (Ill.).



Well, December has been a cracking good month for the Chicago Rotary Club, and we are all nearly bursting with Rotary spirit and enthusiasm. All our noon day luncheons during the month were unusually well attended. The one evening meeting held in December was designated as a Good Fellowship Ladies' Night and was a whale of a success. About two hundred and fifty Rotarians and their wives and sweethearts attended. After the dinner, nearly five hundred dollars' worth of prizes, contributed by Rotarians, were distributed by lot. After the distribution of merchandise, the balance of the evening was happily spent in dancing and card playing. Now the ladies are all asking when we are going to have our next ladies' night.

One of the most enjoyable luncheons we had this year, was held December 17th and was called Christmas-Tide Luncheon. Addresses were made by Mr. John M. Hubbard, assistant postmaster, the official "Santa Claus" of Chicago, and by our "sky pilot," Rev. Norman O. Hutton.

Brother Hutton made an appeal for funds with which to assist in relieving some poor distressed families. As a result of these addresses, the heart strings and also the purse strings of those present were touched. A collection followed, and nearly \$100.00 was turned over to Brother Hutton and a committee appointed to act with him in the distribution of the fund.

At the last luncheon of the month, December 31st, letters from a number of families who were helped were read and every fellow present felt amply rewarded for having aided in this good work. Rotarian Edwin B. Lord of the New York Rotary Club was present at the Christmas-Tide Luncheon and when called on, stated that he was going to take back to the New York club two distinctly new ideas, first, to have a "sky pilot" member, and, second, to have a "Santa Claus." Each member who attended this meeting was presented with a beautiful calendar by Rotarian "Big Ben" Affleck of the Universal Portland Cement company.

As a result of the membership recruiting contest, mentioned last month, we secured over forty applications in December, which will bring our membership up to nearly three hundred. The contest has created a great deal of enthusiasm and friendly rivalry and has proven very helpful to the club in many ways, one of which is that Rotarianism is more widely known and better understood. The contest closed December 31st, almost a tie between the two teams. The quality of the applications received when they finally pass through the hands of the membership committee and Board of Directors will determine the winners

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Send Us Copy at Once for the March Issue.

of the contest—then for the “eats” and the theatre party.

It has been our pleasure to act as host to a number of visiting brother Rotarians. The following is a list of visitors whose names were secured:

E. Spencer, vice-president Rotary club, Louisville, Ky.; O. R. McDonald, Secretary Des Moines Rotary Club; Ben Williams, Des Moines; E. M. Platt, St. Joseph, Mo.; D. C. Rugg, Minneapolis; W. N. Watson, Lincoln, Neb.

At one of our luncheons, Brother C. L. Cruver, president of the Cruver Manufacturing Company (advertising novelties) introduced a visitor from Rio de Janeiro, Brazil, Mr. Leon N. Bensabat. When called upon, Mr. Bensabat, in the following words, commended Rotarians and Rotarianism:

“The underlying principle of Rotarianism, its genuine spirit, the keystone of its solid structure are, however, perfectly clear to me and well settled in my mind. The fact is, gentlemen, that the very name of ‘Rotary’—ingenious and suggestive according to a broad philological definition—tells the whole story. A gigantic wheel set impetuously and continuously in motion by the big army of skilled Rotarians for the mutual good and benefit of Rotarians.

“Believe me, yours is a great, original and fascinating institution, a natural product of the times. About its future you need not entertain any fears as the reciprocity and co-operative idea that you advocate and so efficiently practice will eventually preside to the destiny of the whole humanity.”

Mr. Bensabat gave us a very entertaining talk on physical features, climate, agriculture, commerce, minerals, etc., of the Republic of Brazil. As a tribute to Rotarianism he stated that upon his return to Rio, it was his intention to start something—in other words a Rotary club.

It would not be fair or just to close this letter without making reference to the January “Rotarian” and the splendid showing made by the Spokane Rotarians. The January number is “all wool and a yard wide,” and the Spokane brothers are sure a live bunch of strong, well-seasoned, hickory “Spokes” for the Rotary Wheel.

FRANK R. JENNINGS, Assoc. Ed.



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CINCINNATI (Ohio).



In answer to an insistent demand from a large number of the membership, the Rotary club has decided to hold five evening meetings during the coming year. It was felt that the regular weekly luncheon meetings did not give sufficient time for full consideration of the business matters of the club. A number of important questions are on the docket for the first evening meeting to be held in January.

An example of Rotary reciprocity is furnished by the Cincinnati Rotary Club. At a recent meeting it was announced that Bert M. Baldwin, superintendent of the Cincinnati Waterworks and a member of the Rotary club, and George W. Galbraith, manager of the Laidlaw, Dunn, Gordon Company, pump manufacturers and dealers, had concluded the biggest business deal on record in the Cincinnati club. Acting for the city, Mr. Baldwin placed an order with Mr. Galbraith for a seventeen million gallon pumping engine for the Cincinnati waterworks, at a sale price of \$103,000.



The Cincinnati Rotary Club is now engaged in an attendance contest, which has been the most exciting thing in the history of the club. Beginning at the weekly meeting, October 31st, the membership was divided into two divisions, the Reds and the Blues. Gerson J. Brown, of the J. B. Moos Co., was made captain of the Red army and Bert Alexander, of the National Cash Register Co., leader of the Blues. Each division was then divided into squads of ten men each.

H. W. Brock was appointed Official Scorer and each side is credited with as many points as it has members present at each luncheon in excess of the other side. The prize for which the teams are contending is a dinner to the members of the victorious division to be given by the defeated squad.

The Reds started off with a rush and led for several meetings. On December 19th, however, the Blues tightened their lines and began to gain. The present score stands Reds, 40 points; Blues, 49 points. The contest will close January 30th.

CARL DEHONEY, Assoc. Ed.

DALLAS (Texas).



A sure enough Christmas tree, and all the

toys from Toyland, cheered the hearts of the Dallas Rotarians on the night of December 27th, and they all became boys again and their wives were girls in pinafores.

The Christmas Tree entertainment was really a most delightful affair. Dan Fisher was Santa Claus and every stocking was filled. In addition to a handsome present for each lady, they were loaded down with souvenirs donated by individual members of the club, and each member received some toy indicative of his special line of business or profession.

For example, Mr. Geo. A. Smith, of the Smith Detective Agency, was presented with a small bull's-eye lantern; Mr. C. B. Gardner, of the Praetorians, received a metal replica of his fifteen-story office building, and so on down the line. Following the Christmas Tree feature of the evening a buffet luncheon was served in the main dining room of the Oriental Hotel, and this was followed by a musical program and dancing.

The membership of the Dallas Rotary Club continues to grow, until now we have upwards of 125 of the most representative business firms and professional men of our city in our club.

Recently the question of taking an active part in the civic affairs of Dallas was broached, and will be made a special order of business at an early meeting.

To all Rotarians everywhere we extend best wishes for happiness and prosperity throughout the New Year in greater portions than has ever been theirs before.

LAWRENCE MILLER, Assoc. Ed.

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The knowledge that has lifted thousands from mediocrity to success is waiting for you **right now**. The coupon below or a postal or letter will bring you the interesting Sheldon literature with **detailed** information. It will only take a minute to find out—it **may** mean all the difference between a **small** success and a **big** one.

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**DAYTON (Ohio).**

Our club was organized last summer by Mr. Greiner of Kansas City. The membership is now close to the one hundred mark and the Rotary idea is receiving the finest kind of enthusiastic support from the members. Mr. Scott Peirce of the Connecticut Mutual Life Insurance Co., is president and has outlined a fine program of activities for the year. Mr. J. A. Oswald, formerly Superintendent of the National Cash Register Co., now President of the Rotospeed Co., is Vice President, Mr. C. W. Slagle, Cashier of the Merchants' National Bank is Treasurer and Mr. G. S. Blanchard, President of the Blanchard Structural Steel Co., is Secretary.

The December evening meeting was in the form of a Christmas entertainment given to the members at the Dayton Club by the fifteen Rotarians who are members of the Dayton Club. A fine banquet, Christmas tree vaudeville entertainment, stunts, roasts, toasts, etc., made the evening one in which there was not a dull moment. Rotarians Breene and Lowes acted as Santa Clauses and every one of the more than eighty members present received a gift from the tree.

The Dayton Rotary Club modestly extends the hand of fellowship to all other clubs of the International Association. The latch-string is out for all visiting Rotarians who will find the members thoroughly imbued with the spirit "He who serves best, profits most."

W. E. HARBOTTLE, Assoc. Ed.

**DES MOINES (Iowa).**

January 16 will be nomination day at the Des Moines Rotary Club. P. B. Sheriff has been appointed judge of election and the "Des Moines Plan" will be followed.

As many candidates as have ambitions will be placed in nomination for each office and the two receiving the highest vote will be considered the nominees for the various executive positions.

As soon as it is determined who are the nominees, a campaign manager will be appointed for each candidate and the real political activities of the club will begin.

Those who are not candidates for any office have expressed themselves as being in a receptive mood. Each candidate will be compelled to file a statement of his election expenses following the election.

O. R. McDONALD, Assoc. Ed.

Herbert Casson says: "Most men are habits."

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C. E. Rosenberg .....	Los Angeles
C. H. Victor .....	San Francisco
A. L. Butler .....	Oakland, Cal.
F. D. Haak .....	Rochester

# PROFESSIONAL MEN IN ROTARY

For the convenience of traveling Rotarians and others, we call attention to the following list of lawyers, physicians, surgeons, dentists, osteopaths, architects, and other professional men whose membership in Rotary is an evidence of their high standing and absolute reliability.

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207-8 Providence Bldg. Phone Grand 1153A

Philadelphia, Pa., Glenn C. Mead.  
818 Real Estate Trust Building.

San Francisco, Calif., Carlos P. Griffin.  
704 Pacific Bldg. Patents. Corporations.

Seattle, Wash., E. L. Skeel.  
1008 Alaska Building. Phone Main 6511.

Spokane, Wash., Lawrence Jack.  
610 Hyde Block. Phone Main 3008.

Winnipeg, Man., A. W. Morley, LL. B.  
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

## DENTISTS

Cleveland, Ohio, Dr. William O. Haldy.  
811 Schofield Bldg. Phone Main 1859J

Chicago, Ill., Dr. Will R. Neff.  
Suite 1112 Republic Bldg. Phone Harrison 1820.

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## More or Less Personal



H. E. Truchs of San Francisco has been across the American continent and back again. He makes smoking tobacco and cigarettes in the "1915" city and sells them everywhere.

Will Stephens of Los Angeles is said to have been in Winnipeg not so very long ago. Rotarian Curtiss of Saint Paul wants to know how Stephens got to Winnipeg without going thru Saint Paul.

Mac Martin of Minneapolis has returned from an extended eastern trip on which he gathered much new advertising information and also pumped the big men of Wall Street for a lot of financial data. Mac's notebook is a wonderful encyclopedia.

F. J. Dreher of Harrisburg has been attending the annual meeting of the Minnesota Mutual Life Insurance Company at Saint Paul. He is very much interested in a new and ingenious plan to restore lost umbrellas, fountain pens, suit-cases and automobiles to their respective owners. Rotarian C. C. Fletcher of Harrisburg is the general manager of the enterprise.

Arthur W. Glessner of Chicago, the biggest fresh air furnace man in the world and the proprietor of the oldest newspaper in Illinois, will start this month on a trip to Europe. We hope he will be able to be in London when the Rotary Club of the British metropolis is having a meeting.

W. J. Clubb of Winnipeg, Vice President for Canada, spent New Year's Day in Chicago. Mr. Charles A. Newton of the Chicago Club and Mrs. Newton entertained Mr. and Mrs. Clubb with an automobile drive on the boulevards. "Beautiful day" said our friends from Winnipeg while the Editor was frozen stiff.

Geo. H. Bate is acting Secretary of the Duluth Rotary Club while "Artie" Michaud is taking a vacation. Bate is the Bradstreet man of the Zenith City, the tall fellow who, with a pretty young lady, ran the registration room at the Duluth Convention. He never did find time to get over to the Convention hall.

O. H. Pitkin of Kansas City has been making an eastern trip and renewing his acquaintance with Rotarians he met at Duluth. "Pit" is a Rotarian through and through as well as by parcel post measurements.

Robert H. Cornell of Houston is pushing the organization of Rotary Clubs in other Texas cities, especially in Beaumont and Galveston. To borrow President Mead's pet expression—"More power to your elbow, Bob."

Burton E. Pfeiffer of Buffalo and also Geo. B. Armatage of Syracuse are doing Rotary extension work in Albany (N. Y.).

H. L. Ruggles of Chicago is devoting a lot of time and energy to the accomplishment of the organization of a Rotary Club in Indianapolis. "Rug" will lead a delegation of Chicago Rotarians to the "Hoosier" capital in February.

Lee B. Mettler (of the Pittsburg Water Heater Co.) is now located in Chicago and reports having recently visited and spoken before a number of Rotary Clubs. He intends to visit many more during the present year.

"The Weekly Punch" of the Sioux City Rotary Club says: "Be a Rotor—"The part of the dynamo that rotates"—Webster." We have been looking over Mr. Webster's collection of short stories but do not find this definition. However it is a good one.

## President Calls for Volunteers

In commemoration of the eighth anniversary of the founding of the first Rotary club, President Mead announces the appointment of a grand committee on Extension and calls for volunteers from every country where there are Rotary clubs to offer their services as members of this committee. They will be expected to carefully consider the opportunities for establishing other Rotary clubs in the vicinity of their home cities and also in cities in other parts of their own country and in other countries where they may have personal friends, business connections or where they may be familiar with local conditions, or even where they may have no present connections, but feel an inspiration to plant the seed. The selection of a chairman for this committee will be announced later. Perhaps it will be the Hon. Paul P. Harris, the founder of the first Rotary club and the first president of this Association. Those who are willing to volunteer for this work, either locally or over seas, are requested to communicate at once with Secretary Perry at International Headquarters.

# THE ROTARIAN Official Directory

Published by the BOARD OF DIRECTORS  
OF THE INTERNATIONAL ASSOCIATION  
OF ROTARY CLUBS

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CHESLEY R. PERRY, Editor and Business Mgr.  
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Advertising Rates will be furnished on Application

Entered as second-class matter June 29, 1912, at the Post-  
office at Mount Morris, Illinois, under the act of  
March 3, 1879

Be a Rotary reg'lar  
And with the reg'lars stand  
At luncheon every Wednesday  
With smile and warm glad hand.  
Get to know your neighbor,  
Cut loose and chat a bit.  
It'll help digest your dinner  
And you will make a hit.

—H. H. Stalker.

It is the regular custom of the Los Angeles Rotary Club, 340 strong, to close each luncheon by standing and singing the Rotary doxology, the first verse of "America." President R. M. Andrews advises other clubs to try it.

The British and Canadian Clubs will of course chime in with "God Save the King."

Secretary Perry was recently summoned to St. Paul to attend a conference of Perry's Victory Centennial Commissioners with Governor Eberhard of Minnesota. While there he was dined by some of the leading lights of the Saint Paul Rotary Club—a most hospitable bunch led by President Gray and Secretary Lee. He also slipped over to Minneapolis and surprised the Rotary Club there at their regular weekly luncheon. He was warmly welcomed and given a seat of honor. During the afternoon he spent a couple of hours in consultation with Rotarian Allen D. Albert, Chairman of the Publication Committee for "THE ROTARIAN."

## ANOTHER STEP FORWARD.

THE ROTARIAN celebrates the anniversary month by appearing for the first time upon an extra fine grade of enamel paper. This will be the paper stock used hereafter. It means an expense nearly double that of a year ago for paper stock but it means also that the finest half-tones can be used by the clubs and by our advertisers with the assurance that their pictures will stand out as clear and distinct as the Sarah Bernhardt moving pictures.

## INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

### Headquarters.

911 First National Bank Bldg., Chicago,  
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Eugene G. MacCan, 432 Hotel Imperial, New York City, N. Y., U. S. A.



William G. Stearns, 301 Chamber of Commerce Bldg., Tacoma, Wash., U. S. A.

#### COMMITTEES 1912-1913.

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##### Convention Program and Topics.

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#### AFFILIATED ROTARY CLUBS.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

#### BALTIMORE (Md.).

President—ALBERT DIGGS, Agent General Fire Extinguisher Co., and Grinnell Automatic Sprinkler, 510 Continental Bldg. Telephone, St. Paul 5656.

Vice-President—GEO. W. SCHNIBBE, Member of Firm of McCawley & Co., Overalls Mfrs., 111-113 E. Lombard Street, Phone St. Paul 5204.

Secretary—A. EUGENE BLAIR, Cashier New England Life Ins. Co., 500 Continental Bldg. Phone St. Paul 3153.

Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.

Club Headquarters Hotel Rennert, Liberty and Clay Streets. Telephone St. Paul 1800.

HOTEL: Rennert. The Rotary Hotel of Baltimore. European plan. Centrally located.

#### BOSTON (Mass.).

President—ROBERT H. CLARK, Supt. Boston Agency, John Hancock Mutual Life Ins. Co., 178 Devonshire Street. Phone Main 5081.

Vice-President—J. W. NEWTON, Mgr. Yawman & Erbe Mfg. Co. Office Filing Devices, 68 Franklin Street, Phone Main 4532.

Secretary—WM. J. SHOLAR, Prop. The Sholar Salesmanship Service, 178 Devonshire Street, Phone Ft. Hill 1715.

Club Headquarters 178 Devonshire Street, Room 213. Phone Ft. Hill 1715.

Luncheons Every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on second Monday of each month at 6:30 p. m. Hotel Nottingham.

HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

#### BUFFALO (N. Y.).

President—G. BARRETT RICH, Jr., Gen. Mgr. and Asst. Secy. Federal Telegraph & Telephone Co., 332 Ellicott St. Phone, Frontier 3000.

Vice-President—DAVID G. HOWARD, Pres. Delaney Forge and Iron Co., Forgings, 300 Perry St. Phone, Fron. 1332-Sen. 252.

Secretary—WILLIAM H. STANLEY, President Hart A. Webster Company, Personal Accident & Health Ins., 204 Morgan Bldg. Phones, Fron. 1002-Sen. 2089 W.

Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler. Club headquarters at office of Secretary.

#### CAMDEN (N. J.).

President—RALPH D. BAKER, representing James F. Baker, Real Estate, 924 Broadway. Phone, Bell 794 L. Vice-President—WILLIAM E. MORGENWECK, Tailor, 17 Broadway. Phone, Bell 584 L.

Secretary—WILLIAM CLINE, Insurance, 221 Market St. Phone, Bell 1216 W.

Meetings, First Tuesday in every month after dinner at 6 p. m., at Hotel Ridgway, excepting July and August. Luncheons every Tuesday at 12:30 p. m., at Peterson's Cafe, 318 Market St., excepting first Tuesday in the month.

HOTEL: Hotel Ridgway, Delaware Ave. and Market St., Camden, N. J.

#### CHICAGO (Ill.).

President—H. A. CROFTS, Pres. Illinois Paper Box Co., 18 N. Ada St. Phone, Monroe 5340.

Vice-President—GEORGE LANDIS WILSON, Pres. F. Cortez Wilson & Co., 323 W. Lake St. Phone, Main 1523.

Secretary—ALFRED A. PACKER, Ventilating Systems, 910 First Nat'l Bank Bldg. Phone, Randolph 698.

Club Headquarters and Secretary's Office, 910 First Nat'l Bank Bldg. Phone Randolph 608. Club dinners 2nd and 4th Thursdays, 6:30 p. m., at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph, in the West Room.

HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.

#### CINCINNATI (Ohio).

President—FRANK J. ZUMSTEIN, V.-Pres. Zumstein Taxicab Co., 12 E. 8th St. Phone, Canal 2061.

First Vice-President—WM. T. JOHNSTON, Pres. The Wm. T. Johnston Co., Machinery & Supplies, 3rd & Vine Sts. Phone, Main 3232.

Second Vice-President—JOHN H. DICKERSON, Mgr. The J. B. Moos Co., Cigars-Wholesale, 540 E. 5th Ave. Phone, Can. 4275.

Secretary—CHAS. B. WILBERDING, Tailor, 206 Neave Bldg. Phone, Main 3922.

Club Headquarters and Secretary's office, 200 Neave Bldg. Phone, Main 3922.

Meetings held at Sinton Hotel, Assembly Room, every Thursday for noon-day luncheon at 12:30 p. m.

#### CLEVELAND (Ohio).

President—J. J. WEMPLE, Secretary and Treasurer Ohio Sash & Door Co., 703-821 Canal Rd. Phones, Central 91; Main 1382.

Vice-President—H. T. BEIDLER, Cashier National Screw & Tack Co., Stanton Avenue and C. & P. Ry. Phones, Princeton 775; East 404.

Secretary—WM. DOWNIE, President The Wm. Downie Co., Painting and Decorating, 1018 Prospect Ave. Phones, Main 1180 L.; Cent. 5768 W.

Club Headquarters 1018 Prospect Avenue. Phones, Central 5768 W. and North 1180 L.

Luncheon every Thursday at 12 o'clock at various places.

Meetings held 2nd Monday of month at 6 p. m. at various places.

#### COLUMBUS (Ohio).

President—DUDLEY SCOTT, Partner Barto, Scott & Co., Municipal Bonds, 302 Hayden-Clinton Bank Bldg. Phones, Bell, Main 1289; Citizens 5704.

Vice-President—ROBERT BURNS ALLEN, Vice-President, The Smith Agricultural Chemical Co., Fertilizers & Chemicals, Hayes and Leonard Avenues. Phones, Bell, East 906; Citizens 2966.

Secretary—HERBERT SHERWOOD WARWICK, Secretary-Treasurer, The C. W. Hain Safe Co., Safes, care Ohio Union, Ohio State University. Phone, Citizens 7908.

Luncheons at 12 m. first and third Thursdays of each month.

**DALLAS (Texas).**

President—LEWIN PLUNKETT, Mgr. & Treas. C. F. Blanke Tea & Coffee Co., 2114 Main Street. Phone, Main 955.

Vice-President—JACOB SCHRODT, Secretary & Mgr. Marvin-Schrodt Drug Co., Elm & Live Oak. Phone, Southwestern, Main 768; Automatic Main, 1700.

Secretary—FRED E. JOHNSTON, Johnston Printing & Adv. Co., 1804 Jackson Street. Phone, Main 4430.

**DAVENPORT (Iowa).**

President—A. F. DAWSON, President First National Bank, First National Bank Bldg. Telephone 634.

Vice-President—V. E. HAYWARD, Mgr. Davenport Ladder Co., 2911 McKinley Avenue. Telephone 432.

Secretary—FRANK W. SKINNER, Mgr. Davenport Division of the Mitchell Advertising Agency, 41 First National Bank Bldg. Telephone 195.

Club Headquarters at office of Secretary.

Meetings, Monday of each week at 12 m. at the New Kimball.

**DAYTON (Ohio).**

President—SCOTT PIERCE, Resident Agent, Conn. Mutual Life Ins. Co., Conover Bldg. Telephone Main 1186.

Vice-President—J. A. OSWALD, President Rotospeed Co., Duplicating Machines, 5th and Norwood Streets. Telephone Main 1945.

Secretary—GEO. S. BLANCHARD, President Blanchard Structural Steel Co., 4th Street, Arcade Bldg. Phone Main 2430.

**DENVER (Colo.).**

President—JESSE M. WHELOCK, Gen. Agt. Northwestern Mutual Life Ins. Co., 1st Nat'l Bank Bldg. Phone Main 192.

First Vice-President—CHAS. W. FRANKLIN, Attorney, Franklin & Tedrow, 834 Equitable Bldg. Phone Main 2027.

Second Vice-President—JOHN L. HUNTER, Advertising Mgr. A. T. Lewis & Sons Dry Goods Co., 16th and Stout Streets. Phone Main 1289.

Secretary—J. H. HINE, President & Mgr. Hine, Desk & Co., Chamber of Commerce Bldg. Phone, Main 8134.

Club Headquarters at office of Secretary. Meetings held at Denver's leading hotels and clubs every Thursday.

HOTEL: The Albany & Albany Fire Proof Annex, rooms with bath, \$1.50 to \$4.00 per day.

**DES MOINES (Iowa).**

President—MACK OLSEN, Pres. Mack Olsen-Mobley Real Estate Co., Real Estate, Stocks, etc., 254 K. P. Bldg. Phone, Walnut 1025.

Vice-President—HARLEY H. STIPP, Stipp & Perry, Attorneys, 1117 Equitable Bldg. Telephone Walnut 1751.

Secretary—O. R. McDONALD, Mgr. Mitchell Advertising Agency, 322 Flynn Bldg. Phone Walnut 5805.

Club Headquarters 322 Flynn Bldg. Phone Walnut 5805.

Meetings held at Savery Hotel every other Thursday.

**DETROIT (Mich.).**

President—E. P. ANDREW, The Farrand Co., Pianos and Player Pianos, Retail, 178 Woodward Ave. Phone, Cherry 420.

First Vice-President—HAROLD HELMER, Beecher, Peck & Lewis, Paper, Wholesale, 134 Jefferson Ave. Phones, Main 3857; City 3197.

Second Vice-President—W. T. GREGORY, Asst. Gen. Agt. American Ex. Co., 18 Campus Martius, Phone Main 6121.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mfrs., 926 Majestic Bldg. Phone M-187.

Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Griswold at 12:30, except 2nd Wednesday in month for dinner at 6 o'clock.

HOTEL: Griswold, Grand River Ave. and Griswold St.

**DULUTH (Minn.).**

President—E. J. FILIATRAULT, President Mutual Auto Co., 313 West First St. Phones, Melrose 694; Grand 604.

Vice-President—M. A. THOMSON, Senior Partner, Thomson & Stewart, 226 West Michigan St. Phones Melrose 667; Grand 657.

Secretary—A. A. MICHAUD, Mgr. Fire Ins. Dept., Stephenson Insurance Agency, Wolvin Bldg. Phones, Melrose 2406; Grand 406.

Club Headquarters maintained at office of Secretary. Dinner every Monday at Elk's Club at 6:15, except every second Monday in month for luncheon at 12:30.

**HARRISBURG (Penna.).**

President—WM. M. ROBISON, Local Manager Ins. Co. of North America, Fire Ins., 406 Telegraph Bldg. Phone, Bell 2072.

Vice-President—RALPH W. DOWDELL, Sales Mgr. Burroughs Adding Machine Co., 303 Calder Bldg. Phone, Bell 308R.

Secretary—HOWARD C. FRY, Coal & Wood (Retail), 9th & Market Streets. Phone, Bell 2129.

Club Headquarters at office of Secretary.

Meetings held on 1st and 3rd Monday of month at various places.

**HARTFORD (Conn.).**

President—CLARENCE E. RUSK, Special Agt. Traveler's Ins. Co., 686 Main St. Phone, Charter 1930.

Vice-President—SHIRAS MORRIS, Secretary and Treasurer Hart & Hegeman Co., Electrical Appliances, 342 Capitol Ave., Phone Charter 2631.

Secretary—W. H. ROURKE, Treas. & Mgr. The E. Tucker Sons Co., Paper & Twine, 264 Trumbull St. Meetings held 2nd Wednesday of each month at various hotels.

**HOUSTON (Texas).**

President—ROBT. H. CORNELL, Adv. Mgr. Houston Chronicle, Chronicle Bldg. Phones, Preston 8000; Automatic, A. 2111.

Vice-President—JOHN H. FREEMAN, Secretary Houston Title Guaranty Co., Stewart Bldg., Fannin Street and Preston Avenue. Phone, Preston 1156.

Secretary—HERBERT C. MAY, May & Tyner, Printers, 312-314-316 Caroline Street. Phone, Preston 4901; Automatic, A. 2354.

Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.

HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingen, Managing Director (Rotarian).

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President—GEORGE W. CLARK, President The Geo. W. Clark Co., Real Estate Investments, Clark Bldg.

Vice-President—H. B. MINIUM, Manager Armour & Co., 310 West Bay St.

Second Vice-President—FRANK O. MILLER, Pianos and Violins, 419 West Bay St.

Secretary—CLIFFORD A. PAYNE, Fire Insurance, Bisbee Bldg.

Headquarters, 202 Clark Bldg.

Luncheons, Tuesday at 1 p. m.

HOTEL: Aragon, Forsyth and Julia Streets, American and European plans. Strictly modern throughout.

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Vice-President—S. C. BLACKBURN, A. B. C. Storage & Van Co., Moving, Packing & Storage, 8th and Troost St. Phone, M. 5888.

Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co., Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.

Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

**LINCOLN (Neb.).**

President—F. C. ZEHRUNG, Prop. Zehrung Posting Service, Oliver Theatre. Phone, B1234; Bell No. 8.

Vice-President—R. O. CASTLE, Senior member of firm of Castle, Roper & Matthews, Undertakers & Embalmers, 1319 N. St. Phones, Auto, B1746; Bell 746.

Secretary—W. E. MORLEY, Secretary Lincoln Fuel & Feed Co., 1030 O St. Phone, Auto, B1338; Bell 338.

Club Headquarters at office of Secretary.

Meetings every Monday noon at Lincoln Hotel.

**LONDON (England).**

President—HARVEY C. WHEELER, 620 Atlantic Ave., Boston, Mass., U. S. A.

Vice-President—ARTHUR P. BIGELOW, Initial Towel

Supply Co., 40 Gt. Sutton St., E. C. Phone, City 6983-4.  
 Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St., E. C. Phone, Holbron 5347.

#### LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Citizens Trust & Savings Bank, Trust Dept., 308-310 South Broadway. Phones, Home 10991; Sunset, Main 1010.  
 Vice-President—WALTON J. WOOD, Attorney-at-Law, Davis, Lantz & Wood, 408 Bullard Block. Phones, Home A1228; Sunset Main 1228.  
 Secretary—WILL STEPHENS, Fire Insurance, 314 Security Bldg. Phones, Home F. 5543; Main 1364.  
 Club Headquarters at Secretary's office. Club meets every Friday for luncheon at Union League Club, 2nd and Hill.  
 HOTEL: Hollenbeck, Spring and Second Sts., 500 Rooms, 300 Baths. Rates, \$1.00 and up. Excellent Cafe.

#### LOUISVILLE (Ky.).

President—L. L. ANDERSON, Gen'l Agt. Conn. Mutual Life Ins. Co., 408 Lincoln Bldg. Phone Cumberland Main 227A.  
 Vice-President—A. S. RICE, President Southern National Bank, 322 W. Main Street, Phone Home, City 433.  
 Second Vice-President—ENOS SPENCER, Spencerian Commercial School, Phone Home, City 2986.  
 Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone Home, City 6911.  
 Club Headquarters at office of Secretary.  
 Meetings held twice a month—on the second Monday evening at dinner and on the fourth Friday noon at luncheon at various places.

#### MINNEAPOLIS (Minn.).

President—BELA W. SMITH, Prop. Smith Sash & Door Co., 305 S. 5th Street. Telephones N. W. Nicollet 96; T. S. Center 96.  
 Vice-President—W. C. HELM, Treas. Russell-Miller Milling Co., 432 Security Bk. Bldg. Phones, N. W. Main 4470; T. S. Center 1430.  
 Second Vice-President—W. P. BURNS, V. President Flour City Ornamental Iron Works, 27th Street and 27th Avenue S. Phones, N. W. So. 1945; T. S. Calhoun 2338.  
 Secretary—GEO. L. LANG, Cashier Geo. H. Lane, Security Bk. Bldg. Telephones, N. W. Main 774; T. S. Annex 774.  
 Club Headquarters at 208 Plymouth Bldg.  
 Meetings held every Friday at 12:30 p. m. at Hotel Radisson.  
 HOTEL: Radisson, 7th St. near Nicollet Ave., European Plan. New and Fireproof throughout.

#### NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company.  
 Vice-President—FREDERICK M. PAYNE, Partner, Payne & McCall, Attorneys-at-Law, 197 Market St.  
 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St.

#### NEW ORLEANS (La.).

President—GARLAND WOLFE, Real Estate, 824 Common St.  
 Vice-President—DR. J. F. OECHSNER, Physician, 621 Macheca Bldg.  
 Secretary—WM. J. BOVARD, Insurance, 902 Heanen Bldg. Phone, Main 633.  
 Club Headquarters at 602 Hennen Bldg. Meetings held 2nd Tuesday of month at 6 p. m. for dinner and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

#### NEW YORK (N. Y.).

President—V. CLEMENT JENKINS, The Sheldon School, 200 Fifth Ave., Fifth Ave. Bldg. Phone, Gramercy 3175.  
 Vice-President—JAMES D. KENYON, Vice-President The Sheldon School, 200 Fifth Ave. Phone, Gramercy 3175.  
 Secretary—EUGENE G. MacCAN, 432 Hotel Imperial. Luncheon on Tuesday of each week at Machinery Club, 50 Church Street.  
 Luncheon on Thursday of each week at Hof Brau Haus, 30th St. and Broadway.  
 Club Headquarters: Hotel Imperial, Broadway and 32nd.

#### OAKLAND (Calif.).

President—ROBERT ROBERTSON, Partner Cape Ann Bakery, 575 Twelfth St. Phones, Oakland 128; Home A-1280.  
 Vice-President—D. E. PERKINS, Sales Mgr. Burroughs Adding Machine, No. 414 13th St. Phones, 1945 7525; Home A-5485.  
 Secretary—D. L. ARONSON, Mgr. Cahn, Nickelsburg & Co., Shoe Mfg., 1126 Brush St. Phone, Oakland 8455.  
 Club Office, 414 Security Bank Bldg. Phone, Oakland 7651. Meetings every Thursday at 12:30 at The Forum Cafe.

#### OKLAHOMA CITY (Okla.).

President—GEO. W. CURTIS, Mgr. Oklahoma City Mill & Elevator Co., 1st and Francis Streets. Phone P. B. X. 11.  
 Vice-President—C. M. PRITCHARD, Contracting Engineer, Kansas City Structural Steel Co., 1218 State National Bk. Bldg. Phone, Walnut 4683.  
 Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805.  
 Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel.  
 Club Headquarters are the Secretary's office.

#### OMAHA (Neb.).

President—DANIEL BAUM, Jr. Mgr. Baum Iron Co., 1215-23 Howard St. Phone, Douglas 131.  
 Vice-President—TOM S. KELLY, Gen. Agt. Life Dept. Traveler's Ins. Co. of Hartford, 1331 City National Bank Bldg. Telephone, Douglas 861.  
 Secretary—GEORGE J. DUNCAN, Bee Publishing Co., Bee Bldg., 17th and Farnam Streets. Telephone, Tyler 1000.  
 Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.  
 HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof. Strictly firstclass. European plan.

#### PHILADELPHIA (Penna.).

President—E. J. BERLET, Maxwell & Berlet, Jewelers, S. E. Cor. 16th & Walnut Sts. Phone, Bell, Locust 2000.  
 Vice-President—H. B. HATCH, Royal Electrototype Co., 620 Sansom St. Phone, Bell, Walnut 1731.  
 Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.  
 Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club headquarters, 200 South 13th St.  
 Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

#### PITTSBURGH (Penna.).

President—THOS. H. SHEPPARD, Secy. & Treas. Acubuthnot-Stephenson Co., 801 Penn Ave. Phone, Grant 534.  
 First Vice-President—ROBERT MUNROE, Jr., Vice-President R. Munroe & Son Mfg. Corp., Iron and Steel Tanks, 23rd and Smallman Streets. Phone, Grant 600.  
 Second Vice-President—DAVID C. FARRAR, Pres. The Farrar Adv. Co., Diamond Bk. Bldg. Phone, Court 867.  
 Secretary—JAS. H. CONLON, Yawman & Erbe Mfg. Co., Office Filing Devices, 723 Liberty Ave. Phone, Grant 2554.  
 Club luncheons held every Wednesday at Fort Pitt Hotel.

#### PORTLAND (Ore.).

President—F. C. RIGGS, Branch Mgr., Packard Motor Car Co., 23rd and Washington Streets. Phone, Main 4542.  
 Vice-President—C. V. COOPER, Mgr. Castilloa Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.  
 Secretary—J. L. WRIGHT, President & General Mgr. Portland Printing House Co., 388 Taylor St. Phone, Main 6201 A2281.

City Office Room 2, Commercial Club Bldg., W. L. Whiting Assistant Secretary.  
Weekly luncheons held every Tuesday at 12:30 p. m. Commercial Club.

#### PROVIDENCE (R. I.).

President—J. B. LEEMAN, Manager Browning, King & Co. Men's and Boys' Clothing, Furnishing, Etc., 212 Westminster St. Phone, U-1285.  
Vice-President—E. R. DAVENPORT, Sales Mgr. Narragansett Electric Light Co., 170 Westminster St. Phone, U-741.  
Secretary—E. L. MORRIS, Prop. E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, U-1214.  
Daily and Wednesday luncheons at Perkins' Restaurant.

#### PUEBLO (Colo.).

President—J. WILL JOHNSON, Sec'y Colorado Laundry, 109-111 W. 3rd St. Phone, Main 18.  
First Vice-President—H. A. BLACK, Physician & Surgeon, 1 Pope Block, Main 331.  
Second Vice-President—W. F. RABER, Gen. Mgr. Arkansas Valley Ry., Lt. & Power Co. 102 Victoria Av.  
Secretary—B. F. SCRIBNER, Pres. Franklin Press Co., 112-114 W. 3rd St. Phone, Main 95.  
Club Headquarters at office of Secretary.  
Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

#### ROCHESTER (N. Y.).

President—JAMES E. KELSO, Pres. Kelso Laundry Co., 497-499 State St. Phone 890.  
Vice-President—EDMUND L. ALLING, Partner-Prop. Gillis Baird Motor Car Co., 96 Clinton Ave., South. Phone, 1912.  
Secretary—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.  
Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

#### SALT LAKE CITY (Utah).

President—L. D. FREED, Vice Pres. Freed Furniture & Carpet Co. Furniture & Carpets, 18 3rd S. Phone Exchange 26.  
First Vice-President—GEO. A. STEINER, Gen. Mgr. American Linen & Towel Supply Co., Linen & Towel Furnishers, 35 E. 6th S. Phone, Exchange 241.  
Second Vice-President—F. S. MURPHY, Pres. F. S. Murphy & Co. Wholesale Lumber Dealers, 501 Boyd Bk. Bldg. Phone, Exchange 9.  
Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co. Mining Stock Brokers, 1004 Newhouse Bldg. Phone, Wasatch 904.  
Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

#### SAN ANTONIO (Texas).

President—HERBERT J. HAYES, Texas Title Guaranty Co., Abstract & Title Guaranty, Alamo Bank Bldg., Old Phone, 2468; New Phone, 416.  
Vice-President—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 417 Navarro St. Old Phone, 80; New Phone, 344.  
Secretary—C. H. JENKINS, Bradstreets Co., Commercial Agencies, City National Bank Bldg. Both Phones, 355.  
Luncheons held on Friday at the St. Anthony.

#### SAN DIEGO (Calif.).

President—JAY F. HAIGHT, Advertising, 1101 "D" St. Phones, Home 3546; Sunset, Main 645.  
Vice-President—ROSCOE E. HAZARD, President Hazard & Gould Hardware Co., 6th & "H" Sts. Phone, Home 2448; Sunset, Main 2447.  
Secretary—FRANKLIN M. BELL, 518 Union Bldg. Club Headquarters at office of Secretary.  
Meetings are held at Rudders' Grill every Thursday at 12:10.

#### SAN FRANCISCO (Calif.).

President—H. R. BASFORD, Ruud Automatic Water Heater Co., Ruud Heaters, 428 Sutter St. Phone, Kear, 4435.  
Vice-President—T. H. DOANE, Pacific Coast Paper Co., Printing, Writing & Wrapping Paper, 545 Mission St. Phone, Kear, 3730.  
Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Drug-gists, 527 Commercial St. Phones, Kearney 150; C, 1505.

Club Headquarters at 803 Humboldt Bldg. Phone, Douglas 1363.  
Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m., Techau Tavern, Powell and Eddy Streets.  
HOTEL: St. Francis, Union Square, San Francisco.  
Rates, \$2.00 per day and upward. European plan.

#### ST. JOSEPH (Mo.).

President—W. P. TRACY, Secretary and Treasurer. American Printing Co., 8th and Charles Streets. Phone Bell 577.  
Vice-President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
Secretary—W. S. ALDRICH, Partner of the Firm, Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.  
Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

#### SAINT LOUIS (Mo.).

President—A. R. STAFFORD, Vice-President Monarch Laundry Co., 2719 Franklin Ave. Phones, Bell, Bomont 1007; Kinlock, Central 357.  
First Vice-President—J. O. CHENOWETH, President J. O. Chenoweth Dyeing & Cleaning Co., Cleaning & Dyeing, 1416 Washington Ave. Phones, Main 528-29-30; Central 1540-41.  
Second Vice-President—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2842 Olive St. Phones Bomont 42; Central 4636.  
Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
Club Headquarters 411 Olive St. Phone, Bell, Main 1751.  
Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

#### ST. PAUL (Minn.).

President—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones, Cedar 1500; Tri-State 752.  
Vice-President—W. B. WEBSTER, Prop. St. Paul Steam Laundry Co., Laundry, 289 Rice St. Phone, Cedar 940.  
Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.  
Club Headquarters at Secretary's office.  
Meetings usually held on Tuesday at various clubs and hotels.

#### SEATTLE (Wash.).

President—E. L. SKEEL, Attorney, 1009 Alaska Bldg. Phones, Main 6511; Ind. 1043.  
Vice-President—G. K. BETTS, Cashier, American Sav. Bank & Trust Co., 926 2nd Ave. Phone, 3496.  
Secretary—L. F. ALLEN, 237 Rainier-Grand Hotel.  
Club Headquarters at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:30 p. m.

#### SIOUX CITY (Ia.).

President—LEN O'HARROW, Boots & Shoes, Retail, 902 4th St.  
Vice-President—ROBERT W. HUNT, Phillip, Barnard Company.  
Secretary—JOHN KNUTSON, 516 Fifth St.

#### SPOKANE (Wash.).

President—LAWRENCE JACK, Lawyer, 610 Hyde Bldg. Phones, M. 3008; M. 8610.  
First Vice-President—W. C. SCHUPPEL, Mgr. Underwood Typewriter Co., Typewriters & Supplies, 114 Stevens St. Phones, M. 332; M. 3478.  
Second Vice-President—H. W. NEWTON, Vice-Pres. Guernsey-Newton Co., Fire Ins., 201 Eagle Bldg. Phones, M. 442; Glen. 848.  
Secretary—CHESTER WYNN, 425 Eagle Bldg. Phone, Main 107.  
Meetings held every Thursday at 12:15 p. m.

#### SUPERIOR (Wis.).

President—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone Ogden 114D.  
Vice-President—GEORGE YALE, Treas. Yale Laundry Co., Residence 1415 Ogden Ave. Phone, Ogden 215.  
Secretary—J. C. CROWLEY, Mgr. People's Telephone Co., Residence 1116 Twelfth St. Phone Ogden 901.  
Club Headquarters Hotel Superior, Phone Ogden 224.  
Meetings held at the Hotel Superior and business places of the various members.



## SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown, Lipe Chapin Co. Auto Gear Manufacturing, W. Fayette St. Phone 7785. Residence 502 Walnut Ave.  
 Vice-President—THOS. K. SMITH, Attorney-at-Law, 58 Weiting Blk. Phones, 3429-J, 2614-W.  
 Secretary—CHAS. H. HOWE, H. J. Howe Jewelry Store, Jeweler, 201 S. Salina St. Phones 2040, 4834-J.  
 Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

## TACOMA (Wash.).

President—R. H. CLARKE, Treasurer Wheeler, Osgood Co., Mfgs. Doors, Sash, Finish Lumber & Cabinet Work, Tide Flats. Phone, M525.  
 Vice-President—JOHN C. STANTON, Gen. Agt. United States Fidelity & Guaranty Co. Surety Bonds & Casualty Ins., Savage-Schofield Bldg. Phone, M911.  
 Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.  
 Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

## TOLEDO (Ohio).

President—CHAS. S. TURNER, President and Mgr. Moreton Truck & Storage Co., 23 Huron St. Phone, Home 800.  
 First Vice-President—GEO. E. HARDY, Pres. and Mgr. Hardy Paint & Varnish Co., Oakwood & Hoag. Phone, Home 6X28.  
 Second Vice-President—IRVING B. HIETT, Pres. Irving B. Hiatt Co., 612-614 Madison Ave. Phone, Home 7705.  
 Secretary—HERBERT H. STALKER, Secretary The Miller Adv. Co., 534 Nasby Bldg. Phone Home 7446.  
 Club Headquarters 534 Nasby Bldg. Phone, Home 7446; Bell 2590.  
 Meetings held from 12:15 to 1:15 on Friday in a special room at Toledo Commerce Club. Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

## WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 816 Munsey Bldg. Phone, Main 3271.  
 Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co. Automobiles, 1138 Conn. Ave. Phone, North 7810.  
 Secretary—F. W. MACKENZIE, Mgr. Tolman Laundry, Laundry, 409 C. Street, N. W. Phone, Main 2590.  
 Luncheons held at the Ebbitt House, 14th and F Sts. N. W., every two weeks. Phone, Main 5085.

## WICHITA (Kans.).

President—HARRY W. STANLEY, Life Insurance, 505 Sedgwick Block. Phone, Douglas 1471.  
 Vice-President—M. E. GARRISON, Pres. Hauser-Garrison Dry Goods Co., 704 East Douglas St. Phone, Market 1440.  
 Secretary—GEO. H. PUTNAM, Gas Tractors, Mgr. Hart-Paar Co., 316 S. Wichita St. Phone, Market 215.  
 Meetings of club held on third Monday of each month (except July and August) at the Kansas City Club, at 6:30 p. m.  
 Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

## WINNIPEG (Man.).

President—L. J. RUMFORD, Vice-President & Managing Director of Rumford Sanitary Laundry Co., Ltd., Cor. Wellington & H. Phone, Garry 400.  
 Vice-President—J. F. C. MENLOVE, Manager The Dominion of Canada Guarantee and Accident Co., 706 Somerset Building. Phone, Main 2075.  
 Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.  
 Weekly luncheons held every Tuesday at 12:30 at the Industrial Bureau, Cor. Main & Water Sts. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

## WORCESTER (Mass.).

President—R. H. WHITNEY, Treas. B. F. Marsh Co. Building Materials, 22 Garden St. Phone, Park 966.  
 Vice-President—EDW. B. MOOR, Partner, Bonney & Moor, Brokers, 340 Main St. Phone, 5570.  
 Secretary—C. H. STODDARD, Pres. C. H. Stoddard Rubber Tire Works, Auto Tires, 120 Commercial St. Phone, 5382.  
 Meetings held at the Putnam & Thurston restaurant, 381 Main St.

## ROTARY CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.

## BELFAST (Ireland).

Secretary—HUGH BOYD, 72 High St.

## CAMDEN (N. J.).

Secretary—WILLIAM CLINE, 221 Market St.

## DUBLIN (Ireland).

Secretary—WILLIAM A. MCCONNELL, 31 Dame St.

## EDINBURGH (Scotland).

Secretary—W. STUART MORROW, Carlton Hotel.

## GLASGOW (Scotland).

Secretary—W. STUART MORROW, 100 Bothwell St.

## MANCHESTER (England).

Secretary—JOHN SIBSON, 44 Brazenose St.

## SPRINGFIELD (Mass.).

Secretary—E. B. CALEF, 214 Myrick Bldg.

## TORONTO (Canada).

Secretary—G. D. WARK, 97 Wellington St. N.

## Made a Difference.

Col. Mundy of the 23d Ky., after the Nashville campaign was sent to New Orleans. He put up at a hotel there, and, entering the dining room, spoke to the head waiter:

"Ah you th' head niggah in this yere hotel?"

"Ah's a cullud gemmen, as all these yere other cullud gemmen will veracify," said that dignitary.

"Well," said the Colonel, "lead me to the head niggah. I have \$5 yere fo' him. I want good service while I'm yere."

"Oh, yes, sah; yes, sah-h; ah'm de head niggah."

—The National Tribune.

## Bessie Wasn't that Kind.

"I wouldn't drink out of that cup," said little Johnnie to the well-dressed young stranger; "that's Bessie's cup, and she's very particular who drinks out of it."

"Ah," said the young man as he drank the cup dry, "I feel honored to drink out of Bessie's cup. Bessie is your youngest sister, isn't she?"

"Not much! Bessie is my dog."

One of the largest, if not the largest, single deal ever transacted between Rotary members has just been completed in San Francisco between H. R. Basford, President of the San Francisco Rotary Club and Coast Agent for the Sprague Meter Co., and the Pacific Gas and Electric Company, represented in the Rotary Club by Geo. C. Holberton. The deal involved the sale of Sprague Gas Meters to the value of \$273,000.00 for use in California by the Pacific Gas & Electric Co.

"The scientific salesman is industrious. When he is not selling he is thinking."



# Support The Rotarian

THE ROTARIAN has not had its future provided for as it should and President Mead, with his usual energetic methods, has taken upon his shoulders the task of bringing before the members of the Rotary clubs of the world, the superior advantages of this excellent magazine as an advertising medium. He believes that the unusually SELECT circulation of our magazine, and the thorough manner in which its pages are scanned by over 6,500 prominent business men throughout the countries in which it circulates, make it a very high-class medium, and warrants its receiving the best of support from those Rotarians who can profitably use its advertising space. The very fact that its advertising space is used almost exclusively by Rotarians, places it among the front ranks as an advertising medium, and just as soon as this is brought forcibly home to the convictions of our fellow Rotarians, they will be quick to take advantage of the opportunities offered by THE ROTARIAN.

It is our President's desire to impress upon the minds of all that THE ROTARIAN is not a private enterprise in any way, that no individual, or group of individuals, profits in any way from its income, and that it is maintained solely for the benefit of the International Association of Rotary Clubs. The expenses incidental to the issue of so attractive an Association organ as the officers and directors of the Association desire to make it are very large, and unless THE ROTARIAN is supported by advertising contracts given by Rotarians who can and should use its space, its attractiveness will naturally be very limited and it will make very heavy demands upon the Association for its maintenance.

To this end, President Mead has appointed a committee of three to carry out his ideas of a follow-up campaign among the 6,500 Rotarians throughout the world, and in appointing this committee it became necessary for him to ask for volunteers from among the members of the Philadelphia club, that he might have this committee in close touch at all times to confer with him, and carry out his ideas. He has been so fortunate as to obtain the services of three men who have had considerable experience in the advertising field:

Mr. E. Miner Fenton, of the Fenton Label Company, Philadelphia.

Mr. G. H. Jackson, Philadelphia Manager of the Multigraph Company.

Mr. F. M. Reeder, Philadelphia Manager of the Addressograph Company.

Mr. Fenton has been appointed chairman of this committee, and we may look for a very aggressive and successful campaign from these energetic men. They will freely give their time and effort for the good of the cause. Let us all show them how we appreciate their work by sending in our advertising contracts in answer to their first letter, and thus insure for ourselves the very necessary benefits of a prosperous and progressive Association organ. Chairman Fenton has already indicated his appraisal of our magazine as an advertising medium, and started the ball rolling by signing up a year's contract for a full page. Rotarian Fenton has been using the pages of THE ROTARIAN for several months, and reports that the direct returns from his advertisements have been far beyond his expectations, and well repaid him for the investment. If that has been his experience, why should it not be yours?

# Attention Rotarians!



DO YOU fully appreciate the great value of this Magazine as an Advertising Medium?

No higher class medium exists. Its circulation reaches 6,500 of the leading business men throughout the land, men interested in your success, and willing to give you the preference when they know what you have to offer.

Are you limiting the advantages of your membership in this great organization by neglecting to make business friends outside your local Club? If you have goods or service to offer and seek business outside your immediate locality, don't overlook this splendid opportunity to exploit them. THE ROTARIAN will bring you business from 6,500 loyal boosters.

Rotarian Wetmore of the San Francisco Club, Proprietor of the famous Cresta Blanca Wines, says: "Returns from my advertisements in THE ROTARIAN prove it to be the only newspaper or magazine advertising where I have been able to trace direct and satisfactory results to the space taken."

Rotarian Fenton of the Philadelphia Club, Proprietor of the largest Gum Label Factory in the World, says: "My direct returns from advertising in THE ROTARIAN more than warrant my contracting for a full page in every issue during the coming year, beginning March 1st."

Please understand: THE ROTARIAN is strictly an Association Organ, and not a private enterprise in any way; no profit accrues from it to any individual or group of individuals. It is from THE ROTARIAN'S advertising pages that the International Association must secure adequate resources for a GREATER MAGAZINE that will bring HONOR, PRESTIGE and a HIGHER USEFULNESS to ROTARY, and we commend it to you as a most valuable means of securing this two-fold result:

## Business to You and Support to Rotary

International President Mead has appointed two energetic Rotarians in every Club to obtain contracts for space. Get in touch with them, or your Associate Editor, and give them your contract.

E. MINER FENTON,  
F. M. REEDER,  
G. H. JACKSON,  
Committee on Advertising.